

Letters to the Editor

BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY

Education of graduates • Real money rates

Sir—Most of us who work in university education would agree with Mr. Comino's description of the desiderata for the education of graduates. There are two problems which impede the achievement of ideal results. Firstly, most employers will expect the graduate to have a sound knowledge of facts and techniques in his field. In the rapid growth in size of technology (this becomes an increasing burden, if graduates are not so equipped we shall not doubt have complaints from employers that "he does not even know Ohm's Law or Hooks' Law or what a Reynolds' number is," or whatever may be relevant to the particular technology concerned). Secondly, there is the old adage that you can take a horse to the water but you cannot make it drink! We do try in various ways. The most specific feature I can point to is that most engineering graduates now have to undertake a project in the final year which requires that they use their own initiative in obtaining information and carrying out a design to meet a given specification. Results may seem thin, but may I assure Mr. Comino that we do try.

D. A. Bell,
Professor of Electronic Engineering,
University of Hull,
Hull.

Motorway speed limit

Sir—Mr. D. A. Lawrence (September 15) apparently did not read my letter about motorway speed limits before answering it. For example, in his clause (1) "he attributes to me a principle that is the exact opposite to what I said, which was "when the present casualty rate has been lowered... then is the time to start talking about raising the speed limit level". However, to answer his first question, 70 m.p.h. limit has certainly not been successful in recent years as a safety measure, for the simple reason that it has not been enforced. (Mr. Lawrence missed altogether my key point about enforcement). It was moderately successful in its first year of application (1965/66) when there was a degree of observance and enforcement, backed by massive publicity. For example, the 1965/66 casualty per vehicle-mile figure on M1/M10/3445 was the lowest for the whole of the first six years on that motorway section, following five years' steady annual increase.

Next, Mr. Lawrence asks under what conditions the speed limit might be removed. I have already made my suggestion but

put in another way the answer is—until the semblance of traffic discipline has first been brought to the motorway by means of full enforcement of all the existing traffic laws and codes that are at present largely disregarded (the 70 m.p.h. limit is only part of the package, as I made clear in my letter). It could be done.

F. G. West-Oram,
101, Chester Road,
Northwich, Cheshire.

Sugar in the Common Market

Sir—Robin Reeves makes some useful points about the re-organisation of sugar in the Common Market (September 18). He leaves untouched, however, the situation in this country. Here we have a situation where the British Sugar Corporation have a complete monopoly over beet. This was always a damaging arrangement, but in the light of our entry into the EEC it is completely untenable. The time has surely come for the Government to end the monopoly of this Government favoured organisation and hand over a sizeable part of its quota to the private sugar industry. Not only would this provide more competition, it would certainly give us an increase in exports of refined beet sugar. The BSC's record here is lamentable.

Douglas Sanders,
28 Charnwood Drive,
South Woodford, E.18.

B.S. interest rates

Sir—(Mr. Newman's suggestion (September 18) that interest on the first £5,000 of Building Society deposits should be free of all tax is likely to prove politically unacceptable, discriminating as it would in favour of those with high incomes. Surely a simpler solution is to be much more flexible with this special relief for the individual. For example, interest on the first £5,000 of Building Society deposits could be free of basic rate tax or alternatively the first £5,000 of interest could be free of basic rate tax—whichever is administratively most convenient.

Higher rate tax could still be levied on all interest and a limit on the basic rate relief would avoid discrimination in favour of the wealthy.

The Societies' cost structure for a 10 per cent mortgage rate would then be something like this:

Mortgage interest	10.00
Investors interest	8.80
Less management expenses	1.20
Less management expenses	0.75
Gross margin	0.45
Less corporation tax @ 40%	0.18
	0.27

When societies are short of funds, the Government could increase the tax free limit and when they are in surplus the limit could be lowered.

When societies are short of funds, the Government could increase the tax free limit and when they are in surplus the limit could be lowered. This would probably have to be a once per year balancing exercise. This year by year balancing would provide a basis for a stabilisation fund approach to cope with variations of market conditions within the financial year.

Much as one may sympathise with the building society borrower as interest rates rise, it is the depositor who has had the poorer deal. This approach would go some way to give the depositor a more attractive deal and encourage savings. It must be an essential element in bringing inflation under control.

A. C. Mansley,
4, Frank Dixon Way,
Dulwich, London, S.E.21.

Liverpool airport

Sir—I would like to comment on the article by Ian Gronbach (September 5) in which he discusses the proposed £10m. major airport development at Liverpool.

A sum of £10m. for a major airport development seems a remarkably good bargain and effectively precludes any reasonable discussion of the pros and cons of development at this airport.

I wish to make it quite clear that this figure of £10m. (which is becoming enshrined in airport mythology) in no way relates to the true costs of the proposed developments at Liverpool airport.

£10m. was the original figure the Airport Committee presented to the Liverpool Corporation. Even when presented it was an estimate of the cost of the basic development of the terminal buildings and the extension of the runway. No allowances were made for the ancillary services, maintenance facilities and approach roads, etc. which

would be essential if the proposed developments were to go ahead and the extended airport to function with any degree of efficiency.

Since the figure of £10m. was first presented (and it was a misleading estimate even then) the cost of building have increased by fantastic amounts.

I believe that the merits of any development at Liverpool can only be discussed if they are based on realistic estimates of the actual costs. The figure of £10m. is a gross underestimate and should no longer be used in any intelligent discussion of the proposed airport development at Liverpool.

Peter Teebay,
95 Millwood Road,
Speke, Liverpool 24.

More finance for building

Sir—The builders have issued a clarion call for more Government finance to help more people buy new houses. Let us hope it remains unanswered.

At the moment, building craftsmen are earning between £7,000 and £10,000 per annum in the London area, and that is one of the main reasons for the cost of housing being so high there. The remedy for the present situation is for the tempo of building to ease, not to intensify it.

With less work, building costs might have a chance of falling to more reasonable levels. Government intervention with subsidies to reverse market pressures, and you will see house costs really go through the roof!

L. T. S. Littman,
The Reform Club, London.

Poor quality knives

Sir—With very large numbers of knives reaching this country from abroad, some of them of poor quality and from "low cost" countries, there is a case for a British Standard for kitchen and table knives for domestic use.

The existing standard, BS 4038 (1966), is for cutlery for local authorities, hospitals and other public bodies. This means that much of the work has been done. It merely needs to be brought up to date and checked for relevance to the domestic situation.

It is most difficult for the housewife, in the absence of such a standard, to tell whether a knife is made from good quality high carbon stainless steel. If it is not, then the knife edge will blunt very

quickly, with this becoming apparent only after purchase. The recipient's "telex number" or the international country code will be of no use to the recipient who is wasting valuable time and expense.

I admire the sentiment of Mr. Abbiss in retaining traditional attitudes and insular codes of English practice but let us keep life simple and take heed of what is happening on our doorstep in Europe and conform.

R. E. Wallace,
Belvedere Works,
Bilton Way, Middlesbrough.

Equality for women

Sir—Mr. Castlepoint (September 21) suggests that if the Government can be persuaded of the equality of women, then it can be talked into anything. For example, that water may be just as likely to run uphill as down, and that it is unfair or unequal if it does not.

This argument shows Mr. Castlepoint's total failure to distinguish between improbability and impossibility.

To the best of my knowledge, women are not yet scientifically proved to be unequal. But if we continue to argue after Mr. Castlepoint's fashion, women may not only be proved to be unequal, they will be proved to be vastly superior.

Elizabeth Sacks,
38 Brondesbury Park,
London, N.W.6.

Post codes and figures

Sir—Taking note of the remarks made by Mr. R. E. Abbiss, he states on one hand the introduction of a numerical postal code system became necessary to facilitate international subscriber dialling, yet he proceeds to praise the questionable merits of a retrograde step into the introduction of confusing alphabetical-cum-numerical post code system.

Perhaps Mr. Abbiss is an advocate of the Englishman ploughing his own traditional furrow establishing yet another "Englishman's Castle." We are Europeans—furthermore, members of the European Economic Community and other members of the Community enjoy a simple numerical post code system which, by its non-sophistication, obviates the risk of confusion between letters B and 8, and between 12 and 21, and 2 and 30 and so on. No doubt in time we will accept that the European Common Market countries possess many well trodden professional approaches to integration and codes of good practice which can be of immense benefit to the future of all of us.

Likewise, the peculiarities of a code of practice adopted in Great Britain does not escape criticism. Telex numbers are shown on letter headings and publicity material, yet when one dials a number the answerback does not really convey to the sender the

identity of the recipient. The answerback furthermore does not state the recipient's telex number, nor the international country code and to add to the annoyance a caller must either check the answerback code with the telex directory or ask the recipient who he is wasting valuable time and expense.

I admire the sentiment of Mr. Abbiss in retaining traditional attitudes and insular codes of English practice but let us keep life simple and take heed of what is happening on our doorstep in Europe and conform.

R. E. Wallace,
Belvedere Works,
Bilton Way, Middlesbrough.

Real money rates

Sir—Your correspondent T. W. S. Robinson (Sept. 12) estimates that the £10,000 house of today will be worth about £66,000 in 20 years' time. The value of the land on which it stands will certainly have risen, but what about the building itself?

I see that in Wolverhampton the cost of renovating pre-war council houses has reached £4,700 per unit. It would appear more logical to demolish these houses and replace them with completely new dwellings.

I wonder how much of the existing housing stock will be facing the same fate in the year 2000. The next generation of houseworkers will inevitably demand for more luxury features in construction and fittings, and the new house of to-day will be regarded as a quaint relic of the past.

In fact, the quality of the product will probably have deteriorated. The deplorable concept of "built-in obsolescence" will have an even stronger grip on the public imagination. We have been brainwashed into accepting shoddy products which require frequent replacement at ever increasing cost. This is a major cause of inflation in the consumer-orientated society.

Our countryside is littered with the rusting hulks of abandoned cars which will still be in use if the manufacturers had built them to last.

No wonder the earth's natural resources are being rapidly exhausted when "civilised man" behaves in such prodigal fashion. The process described by economists as "growth" appears to me as ever-increasing waste in many of its aspects.

Our Victorian forefathers, the valued quality and durability, whether in houses or manufactured goods. It is because the priorities of the present generation are completely different that inflation has personal service with ex-

perienced and well-trained staff, who I am sure, would be only too pleased to arrange delivery to his residence to save him the inconvenience of having to shop for a basket. He could always ask the van driver to park next door, so as to avoid being an unwilling tool of the advertising media.

Keith P. Browne,
Hercules Place,
Summerley Fields,
Felpham, Bognor Regis, Sussex.

Repayment of War Loan

Sir—The recent remarks, and criticism of the building societies made by the Prime Minister, and the need for more flexibility in the manner they conduct their business, will cut no ice with the many aged people who trusted the British Government with their meagre and hard-earned savings by giving to the nation their all in the form of a "War Loan" during the two Great Wars.

At least the building societies return to their investors every pound entrusted to them, and during the loan give them a reasonable interest rate. The elderly person who gave the nation £100 can only receive back to-day a sum less than £32.

Which system needs an overhaul? The statement that War Loan was repayable some time after 1950 was a confidence trick to obtain this loan and any Government worthy of this name would take steps to rectify this mean and despicable act.

Personally I would interpret the words of After 1950 as "It would not be repaid before that date, but action would be taken to repay the loan after 1952."

John Ross,
19, Carlin Grove,
Kinghorn, Fife, Scotland.

Shoplifting security

Sir—The tenor of Mr. Moorcroft's letter (September 18) indicates that his indignation would be even more pronounced if he were challenged on leaving a store clutching unwrapped merchandise. In these days of self-service, experience has shown that for cashiers to put purchases, with the relevant receipt, into a paper bag provided the best available proof that payment has been made by the customer. While this method is by no means foolproof, it nevertheless prevents honest people from being unnecessarily questioned.

I suspect that Mr. Moorcroft's real complaint is his dislike of large open-plan stores, the majority of which operate the self-service system. If he is prepared to pay for it, I suggest he patronises the many emporia which still provide the traditional different that inflation has personal service with ex-

perceived and well-trained staff, who I am sure, would be only too pleased to arrange delivery to his residence to save him the inconvenience of having to shop for a basket. He could always ask the van driver to park next door, so as to avoid being an unwilling tool of the advertising media.

Keith P. Browne,
Hercules Place,
Summerley Fields,
Felpham, Bognor Regis, Sussex.

Revaluation bias

Sir—It is with diffidence that I enter into a correspondence headed "Revaluation bias" because I know nothing about revaluation or devaluation of currencies. On the other hand, however, I do know about the depression of the 1930s and the inflation of the 1970s. There is no doubt that the latter was caused by a fear of the financial experts of the time to pour money into the economy and the latter is caused by pouring too much money into the economy. There is no doubt that if the restriction of the 1930s had been repeated following the Second World War we would have had a similar depression. The difference would have been that during the 1940s, '50s, '60s and '70s the populace would no longer have tolerated mass unemployment because law and order would have broken down completely and we would have had anarchy.

I have no doubt that Governments of the world realise this and prefer inflation to anarchy. On this basis it is difficult to visualise any other condition but continuous inflation. In the end analysis it does not matter how little the standard of currency is worth so long as the majority of people can feel that they have sufficient for their needs and provided that every country sees the problem alike and acts accordingly.

A sum of money from an abundance of ignorance it appears obvious that for every country to seek a surplus in its balance of payments is crying for the moon. It necessarily follows that if a number have a favourable balance of payments the rest must have a deficit. Until the end of the world see this, as a worldwide one and only, simply as a national one we have no hope of ever reaching a state of sanity.

I wait with interest to see how the world copes with these extremely simple problems.

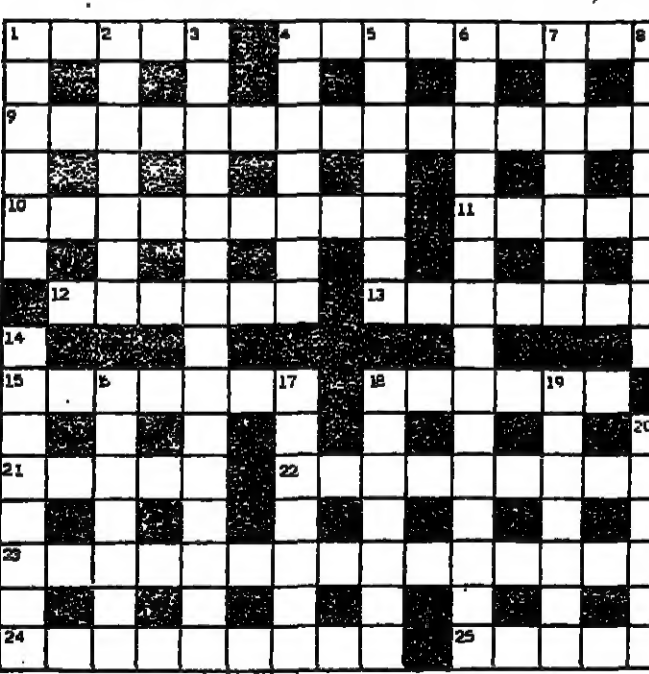
J. P. Pickering,
Orchard House, Priestpottle,
Heatham, Northumberland.

Events

To-day

COMPANY MEETINGS
ASSOCIATED FOOD, Charnock Cross Hotel, W.C. 12.30. (Chairman, Mr. R. W. Young.)
ATKINSON, Winchester House, E.C. 12. (Chairman, Mr. D. P. S. McCarthy.)
BRITISH MATCH, 14, St. Mary Axe, E.C. 2.30. (Chairman, Mr. I. H. G. Gilbert.)
CHARNOK, 14, St. Mary Axe, E.C. 2.30. (Chairman, Mr. R. W. Young.)
CITY OF LONDON BREWERY AND INVESTMENT TRUST, 2, London Wall, E.C. 4. (Chairman, Lord Blackford.)
FITCH LOVELL, Connaught Rooms.

F.T. CROSSWORD PUZZLE No. 2,284



- ACROSS**
- 1 Bird seems goody-goody to mine (5)
 - 4 An escaping prisoner usually goes mad (2, 3, 4)
 - 9 Well-built chap hanging on in rush-hour tube (10, 6)
 - 10 Incontinent having no stock of fishing tackle (3, 2, 4)
 - 11 Trunk to put right like this (5)
 - 12 Barefoot hounds in trouble (6)
 - 13 Silly lover who wrote of Kipling's Corgis (7)
 - 15 Immigrant earning a salary (7)
 - 18 Wonderful lighthouse (6)
 - 21 Revolutionary associated with Watt (5)
 - 22 Much satisfactory business (1, 4, 4)
 - 23 Mad cricketers ringing the changes (4, 2, 3, 6)
 - 24 Scots heavy spot going to one's head (8)
 - 25 Partisan drunk in West country they say (5)
- DOWN**
- 1 What has happened to alternative minister (6)
 - 2 Strict moralist wrecking the pre-lunch (7)
 - 3 Pre-lunchtime's peak greeting (3, 2, 3, 7)
 - 4 Brought together in fun—I die convulsed (7)
 - 5 Lock backward soldier in with wild cat (7)
 - 6 Choosing approach for appeal to voters (8, 7)
 - 7 Sick person getting on causes flap in aircraft (7)
 - 8 Settling for trial by jury (3, 5)
 - 14 Case for a sailor going for a song (5, 3)
 - 16 Company allowed Lawrence of Arabia to join French writer (7)
 - 17 Source of nuclear power of which there are about another 20 (7)
 - 18 Children in favour of getting information before the end of day (7)
 - 19 And extremely gorgeous state (7)
 - 20 Cricketer who used to be no gentleman (6)

TV Radio

BBC 2

11.00 a.m. Play School.
4.00 p.m. International Golf: John Player Classic played over the Ailsa Course, Turnberry, Ayrshire.
7.25 News Summary.
7.30 Golf: John Player Classic.
8.10 News.
8.15 Midweek Cinema: "The Small Back Room," starring David Farrar.
10.40 News Extra.
11.10 Film Night.

BBC 1

9.25 a.m. For Schools, Colleges.
12.00 International Golf: John Player Classic played over the Ailsa Course, Turnberry, Ayrshire.
1.00 p.m. Nat. Zingling, 2.05 News.
2.25 News.
2.30 For Schools, Colleges, 2.45 Family Fare, 2.55 A Funny Thing... Beryl Reid with memories from a lifetime in show business.
3.00 Golf: John Player Classic.
3.40 Play School, 4.25 The Mole, 4.35 Jackanory, 4.50 Josie and the Pussycats in Outer Space, 5.10 The Story Behind the Story, 5.40 Adventure of Parsley, 5.45 News.
5.50 Nationwide.
6.30 On Father!
7.20 Search Control.
8.10 Softly, Softly, Task Force.
9.00 Nine O'Clock News.
9.25 At the End of the Day: Rt. Hon. Harold Macmillan in conversation with Robert MacKenzie.
10.10 Julie Fling sings some of her favourite songs.
10.40 Midweek.
11.20 Late Night News.
11.35 Cut and Thrust.
All Regions as BBC 1 except at the following times:
Wales—5.50-6.15 p.m. Codi Ha.
6.45-7.10 p.m. Gwyl.
7.10-7.40 p.m. Fy.
Gwynedd—7.40-8.10 p.m. Gwyl.
11.55 News of Wales.
Scotland—6.00-6.50 p.m. Reporting Scotland, 10.10-10.40 Amateur Boxing, 11.52 Scottish News Headlines.
Northern Ireland—1.00-1.25 p.m. Farming, 6.00-6.50 p.m. Scene Around Six, 11.52 Northern Ireland News Headlines.
England—6.00-6.50 p.m. Look North (from Leeds, Manchester, Newcastle); Midlands (from Birmingham); South (from Bristol); South Today (from Southampton); Spotlight South (from Plymouth), 11.52 Regional News Headlines.

RADIO 1

5.00 a.m. Traffic and News summaries at 5.00 a.m., 5.30, 6.00, 6.30, then every hour on the half-hour until 7.00 a.m.
7.00-11.00 a.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.
12.00-1.00 p.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.
12.00-1.00 p.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.
12.00-1.00 p.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.

RADIO 2

5.00 a.m. Traffic and News summaries at 5.00 a.m., 5.30, 6.00, 6.30, then every hour on the half-hour until 7.00 a.m.
7.00-11.00 a.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.
12.00-1.00 p.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.
12.00-1.00 p.m. News, 1.00-1.30, 2.00-2.30, 3.00-3.30, 4.00-4.30, 5.00-5.30, 6.00-6.30, 7.00-7.30, 8.00-8.30, 9.00-9.30, 10.00-10.30, 11.00-11.30.

Racing

Brooke for Bond

by DARE WIGAN

WITH THE end of the flat racing season less than six weeks away, the scramble for prizemoney will be with a vengeance, and it is not surprising that there are 109 declared runners this afternoon at Lingfield, where the Nutfield Plate for maiden two-year-olds has had to be divided.

The one race at Lingfield that is not hotly contested is the Harfield Stakes (4.30), which appears to be a formality for Hawik II, who was runner-up to our Mirage in the Jockey Club Stakes, and a close third to Petty Officer and Fair Lark in the Vaux Gold Tankard at Redcar at the end of May, has not run since, but he will not have to be

Royal Wedding record planned

A SOUVENIR record of Princess Anne's marriage to Captain Mark Phillips will be rushed to shops by the BBC five days after the royal marriage on November 14.

The £2.25 long-player, will include a recording of the wedding ceremony in Westminster Abbey, music for the wedding, and the voices of Princess Anne, Captain Phillips and the Archbishop of Canterbury.

Mr. Peter Dimmock, general manager of BBC Enterprises, which is responsible for marketing programmes and records, said the record would be issued worldwide—distributed by Polygram Records—under a two-year agreement with the BBC.

ECCLESIASTICAL RAISES CAR PREMIUMS

The Ecclesiastical Insurance Office is to raise private car insurance premiums by an average of 6 per cent from November 1. The last increase in third party premiums was in July last year. The present rises are the minimum necessary to cover big costs, the company said.

Lesser Land's French company

LESSER LAND, the property company of the J. R. Lesser group, has set up a new company in France, Lesser Promotions (France) S.A. This will take over responsibility for Lesser Land's industrial and commercial property activities in France.

Current projects include two E2na office and shop developments, and several smaller commercial developments.

Mr. S. I. Ristone, director and general manager of Lesser Land, said: "The French property market has considerable potential and our present programme justifies our own specialist company on the spot."

APOLLO

Edited by Denys Sutton

The world's leading magazine of Arts and Antiques

Published monthly price £1

Annual Subscription £12

Apollo Magazine, Bracken House, 10, Cannon Street, EC4P 4BY. Tel. 01-248 8000.

In peak fitness in order to defeat the hawks, he is also stired by Sea Hawk II.

Another grey, Prince Gourmet, is the probable winner of the Tilburston Handicap (3.30). This colt by Native Prince has had a busy season, for this will be his 18th outing. However, he keeps his form well and has not been out of the first four in his last nine races. He deserves a change of luck and may get it here.

The best bet at Lingfield may be Legal Tender in the Wellingham Handicap (2.30). After scoring at Brighton and Kempton last month, Staff Ingham's colt was a good fourth behind Bandstand, Nuthin and Swinging in a hotly-contested handicap at Newbury on September 7 and he strikes me as being reasonably well matched with 8 at 5 lbs.

Cautious, also trained by Ingham, and ridden by Miss Brooke Sanders would be an appropriate winner of the Brook Brazil Coffee Cup (3.0), and she will, I think, be too good for her Mat at the weights. Silk and Sutra, a half-sister, by Reform to that good horse Feliciano, was an impressive winner at Windsor a fortnight

Trucks. Always on the move

ERF Trucks. Always on the move

ERF Limited, Sandbach, Cheshire

Lucy Milton
Ad Dekkers
by MARINA VAIZEY

by MARINA VAIZEY

Puppets and players by ANDREW PORTER

by ANDREW PORTER

[illegible]

by JOHN HOWKINS

[illegible]

THEATRES THEATRES

THEATRES

[illegible][illegible][illegible]

934 0233. Sweeties 2.45.
Sat. 5.30. MARY LORETTA
MARGARET LOCKWOOD
John Sefton and Noel Coward's
"Julia" in 3 acts.
Such a delight.
"Julia" in 3 acts.
"The 400 Blows" 5. Tel.
WHITEHALL. 330 6592-7765. 5th Year.
Sat. 5.30. West. 7.15. 9.15.
WEEK END. MAGAZINE'S FAMOUS
REVEALERS. 7.15. 9.15. 11.15.
BY PAUL RAYMOND'S
STYLISH
WYNDHAM'S. 336 5225. Mon to Thurs.
7.15. 9.15. 11.15. Sat. 6.15 and 9.00.
"MAGNIFICENT" Sunday Times.
YOUNG. 336 5225. Sat. 5.15. 7.15. 9.15.
"I LOOK BACK IN ANGER."

CINEMAS

ABC. 1. St. Andrew's Lane. C. 525 826.
Sat. 5.30. 7.15. 9.15. GARY
VARRICK. C. 525. 826. Sat. Sun.
7.15. 9.15. 11.15. 1.15. 3.15. 5.15. 7.15. 9.15. 11.15.

[illegible]

**CINEMAS ARE CONTINUED
ON PAGE 12**

WORLD TRADE NEWS

Cadbury Fry under Indian monopolies investigation

BY K. K. SHARMA

NEW DELHI, Sept. 25.

FOR THE first time since the Monopolies and Restrictive Trade Practices Act was enacted, the Indian Government has issued an order for an investigation into the affairs of a company with foreign interest on charges that it has fixed exorbitant prices for products and entered into agreements with dealers which amount to restrictive trade practices.

The company concerned is Cadbury Fry (India) which is part of worldwide chain of producers including chocolates, confectionery, and baby milk powder and commands around 80 per cent. of the Indian market, according to sources in the Department of Company Law.

[Mr. Basil Collins, the Deputy Managing Director of the

Cadbury Schweppes group of companies today declared that Cadbury's had as yet had no formal advice from the Indian Government to this effect. In fact, he said, "There has been no question of our restricting the market, but we are currently restricted by the Indian authorities."

Mr. Collins stressed that Cadbury Schweppes had over many years created a market for chocolate and chocolate drinks in India apart from investing considerably in cocoa in order to help the Indian foreign exchange position through import substitution. This has been done by giving advice and the sending of India of the company's experts.

Cadbury sources today said, in effect, that the Cadbury

Schweppes group has already formally asked the Indian Government for permission to sell more chocolate and chocolate drinks in India than it is at present allowed, but that it has the distinct impression that the Indian Government is endeavouring to get local companies to produce chocolate and to restrict the Cadbury expansion programme.

The sources suspect that an eventual solution will be the granting of permission to produce more chocolate on the basis of some form of Indian participation scheme in the expansion programme.]

The investigation is being made by two specialists of the Department who have been asked to submit a report within three months.

BRITISH EXPORTS

Trade with E. Germany declining

U.K. TRADE with the GDR (East Germany), which for years has been in the doldrums, should increase now that diplomatic relations have been established, according to Mr. Robert Anthony, head of the London Chamber of Commerce and Industry's East European Division. Writing in the September issue of Commerce International, the Chamber's official journal, Mr. Anthony says that up till now the main beneficiaries of the GDR's growing trade with the West have been the Federal Republic, France and Japan. The GDR conducts about 25 per cent. of its overall trade with Western industrialised countries of which the Federal Republic accounts for 40 per cent. This trade has been enhanced by the Federal Republic's insistence on treating trade with the GDR as inter-German trade, giving it special advantages in matters like payments and customs.

As far as trade with Britain is concerned, Mr. Anthony says that this is still comparatively small—British exports were £14.9m. and imports were £21.6m. in 1972. The main British sales were machinery, non-ferrous metals, textiles and chemicals. The main imports were fertilisers, chemicals, motor vehicles and scientific instruments.

On the other hand, as far as British exports are concerned, the GDR says that there is no discrimination in awarding contracts as long as the terms are right. However, British exports are falling—they totalled £17.25m. in 1971—particularly in machinery down from £7.46m. in 1971 to £1.15m. in 1972. The reasons advanced by the GDR for this decline, in addition to the need for increased exports to Britain, include the fact that British firms are not persistent enough or do not seem to give the GDR market the same priority as their competitors, and that complete plant purchases depend on stable political relations.

Chances in French retailing

BY M. G. DOUGAL, FIRST SECRETARY (COMMERCIAL) BRITISH EMBASSY, PARIS

IT WAS a famous Frenchman to whom is attributed the phrase that Britain is a nation of shopkeepers. This seems ironic given that 72 per cent. of all retail sales in France are still made by small independent shopkeepers. Indeed, to the specialist, the most noticeable feature of the French High Street has been the absence of multiples. In Germany and Britain one finds the same high street shops in the South as in the North, but not in France, where only the department stores (Printemps and Nouvelles Galeries), the variety stores (Prunelle and Monoprix), Sinter and certain shoe and maternity wear chains are truly national. The largest food groups, like Casino and Docks Remois, are still regional.

Formidable hurdle

This has always been a formidable hurdle for British exporters of consumer goods to overcome. As there were a few central purchasing organisations it required investment, patience and marketing skill to make an impact in France. Thus only Johnny Walker whisky, Dinky Corgi and Matchbox Toys, Schweppes, Cadbury and Rowntree-Mackintosh can yet be said to have nationally known brand names. But the situation is beginning to change, and with it British penetration of the French retail market.

The first change is that, stimulated by stagnating or even declining town centres, hundreds of new stores have opened on urban fringes. Until now there has been no difficulty in getting planning permission (France is 2½ times as big as the U.K. with only 9/10ths of its population). Many of these new stores are hypermarkets, that is single-storey shops of over 2,500 square metres, with multiple parking and check-out, and selling a variety of goods, half of them

non-food items. There are currently 228 of these in France, with Carrefour (38) the largest group in terms of turnover, but Paridoc (52) in numbers of stores. Other important groups are Euromarché (25 stores) and GAGMI (39). Although the first hypermarket only opened in 1963, their share of total retail trade is already 6 per cent. and growing fast. One single hypermarket, the Carrefour at Vénissieux (near Lyon) last year had a turnover of Frs.425m. Some of these groups, like Euromarché, have a central purchasing organisation. Others, like Carrefour, have none so that each store buys individually.

There are also many recently opened specialist out-of-town stores. For example there are now 244 garden centres in France. The most obvious, however, in furniture: chains like Levison (30 stores), Mobilier de France (134 stores) and its discount subsidiary Mobis (31 stores) are already familiar sights. There is also a trend towards household goods stores typified by Conforama. This chain started in 1968 and by the end of this year will have 42 stores and an annual turnover of Frs.720m. It offers a wide range of everything for the home—furniture, carpets, electrical goods, even do-it-yourself. Other similar new chains are Aleda (26 stores) and Darty-Real (10). Typical of this trend is the main road N151 out of Bourges, where on one single road the following stores have all sprung up: Carrefour, Levison, Mobis, Aleda, Supermarché du Meuble, Nouvelles Galeries, Trigano and La Ruitte (the last two being sports and camping goods retailers each with over 300 mostly franchised points of sale). British sales to these new stores, unlike those of W. Germany, Belgium or Italy, are still very small. An allied development has been the continuing growth in the number of petrol service station boutiques. Shell, for example, now has about 600 of these throughout France and BP about 400.

The second major change, complementary to the first, is the rapid growth of suburban commercial centres. Those near Paris are best known—like Parly 2 (the first, with four large stores and 98 shops) and Rosny 2 (with six large stores, 150 shops and parking for 4,500 cars)—but there are now 134 in France. A new trend is for the centre of attraction to be a hypermarket (that is, discount

store) surrounded by a shoal of specialist boutiques.

The third change has been the effect of these successful out-of-town stores on the traditional town centre retailers, the department and variety store groups. Their return on capital has been depressed and some, like Galeries Lafayette and Au Bon Marché, have made heavy losses. They have been forced into making major changes—Au Bon Marché in Paris will shortly be rebuilt and Au Printemps has launched into a chain of successful menswear stores called Brummell. Most of them have opened new stores in the commercial centres and in many cases they have opened hypermarkets themselves—Au Printemps, for example, has a share in the Euromarché chain.

Another result has been to make the plight of the small shopkeepers a national issue once again. Thus all modern out-of-town stores now have to pay a tax, based on their size and turnover, which is used to finance the pensions of the small shopkeepers who go out of business. In addition, there is a Bill before the Assemblée Nationale which will limit the grant of planning permissions for new hypermarkets.

The fourth change in French retailing is the increased amount of protective grouping of independent retailers in nearly every field into voluntary buying organisations. These offer collective purchasing power, common insignia, advertising, and professional advice in return for 2-3 per cent. of turnover. Typical are Les Opticiens Krys (opticians—270 members), the Union des Chaussures Françaises (shoes—500 members), Camara (photographic articles and Hi-Fi—102 members) and Cart (electrical goods—180 members).

There are probably over 100 of these organisations already and more are starting all the time. They, too, offer collective purchasing power, common insignia, advertising, and professional advice in return for 2-3 per cent. of turnover. These organisations whose absence has made selling more difficult in the past.

Significant change

The final, and from a British point of view the most significant change in French retailing, has been not so much the increase in size of existing French multiples (André, the leading shoe retailer, has opened a total

of 62 shops in the last four years), as the move into French of foreign chains. The British are the most obvious. Burton now has 58 points of sale and is the second largest menswear chain. GUS is the third largest following the purchase of 100,000 Chemises. Richard shops has three French points of sale; Habitat has just opened; Marks and Spencer have announced the opening of two stores in 1973; and other firms, already established in France, are likely to be thinking of expansion. In other fields British chains are scooping out the ground: some may prefer to buy an existing shop or small chain (of which there are very few), others to start from scratch. This move into France should have a significant impact on British sales of consumer goods in France.

No multiples

At the same time other foreigners, tempted by the opportunities, are moving in. The Germans have not done much in the last 10 years, but now Quelle and Photo Forst both have a few points of sale and ambitious plans. Jelmoli of Switzerland is moving into France, and rumours has it that Americans are looking around for purchasing opportunities. Faced by these prospects, the most dynamic French chains are reacting quickly. FNAC, an impressive town centre retailer of electrical goods, is planning to open a chain of photographic stores called "Relais". France's largest department store chain, the Nouvelles Galeries, is planning a chain of perfume shops called "Sphère". Printemps has its menswear subsidiary Brummell. And the largest French mail order firm, La Redoute, is opening stores in the new commercial centres.

Meanwhile there are other parts of the French retail scene where virtually no multiples yet exist and where an entrepreneur could do well—dry cleaning, automatic laundrettes, patisserie, books, women's outerwear, toys, handbags and beauty products to name the most obvious.

So the face of French retailing is changing fast. It presents great opportunities both for British retailers and manufacturers. The result should become apparent in the trade figures with France over the next few years.

Large sales drive in Austria under way

BY OUR OWN CORRESPONDENT

VIENNA, Sept. 25.

TO-DAY'S INAUGURATION of "British Weeks" in ten Austrian department stores, sponsored by the Board of Trade, has introduced a new sales drive for British consumer goods in Austria.

It is accompanied by talks between British and Austrian industrialists on ways to expand mutual trade.

Mr. Derek Ezra, Chairman of the European section of the British Overseas Trade Board, who launched the British display at Vienna's Gerngross department store this morning, said that close association between Britain and Austria which arose through EFTA membership must be further developed. The EEC should not stand in the way of exploiting the many possibilities for a continued expansion of mutual trade.

Austro-British exchanges had risen at an extremely fast pace

over the past ten years. Britain's exports to Austria increased from £32m. in 1964 to £135m. in 1972, that is, more than 250 per cent., while its imports from Austria rose from £26m. to £125m., which is almost 400 per cent. In the first seven months of 1973, Britain's exports amounted to £78m., a 20 per cent. increase over the same period of last year, its imports reached £199m., that is, 39 per cent. more than the corresponding 1972 figure.

A delegation of British businessmen led by Mr. Bunzl (paper manufacturer) had come out to Vienna with Mr. Ezra for discussions with an Austrian group headed by the Chairman of the Industrialists' Federation, Dr. Ezra said Britain was negotiating mutual trade. They are making a complete review of the current position and of future possibilities, and will inform British

companies on their return about the prospects.

A small joint executive group is being set up for regular Austro-British contacts.

Britain and Austria exchange at present a large range of engineering products and consumer goods. Mr. Ezra told the Press. There were also many possibilities for exporting technical knowhow. Thus, Dr. Higltsberger of the Austrian Nuclear Institute was currently visiting Harwell to study expertise on atomic power stations, in connection with the building of Austria's first nuclear power reactor at Zwentendorf on the Danube.

In his capacity as Chairman of the National Coal Board, Mr. Ezra said Britain was negotiating with the Austrian Steel industry about their purchase of anthracite and hoped to do some business in future also in coking coal.

Seven and a half per cent per annum on PAID-UP SHARES (CLASS 2)

7.5% NET
equals
10.71% GROSS

if you pay income tax at the basic rate

The biggest building society in the world announces even bigger new interest rates for investors

This new rate will apply from 1st October 1973 for all accounts in the Paid-Up Shares (Class 2) Department. The Society's assets now exceed £3,000 million

HALIFAX
BUILDING SOCIETY
Member of The Building Societies Association

It's good to know it's there

EVERY WEDNESDAY, OUR GIRL WILL TAKE YOU TO ZURICH.

AND ON TO ATHENS, BAHRAIN, COLOMBO AND SINGAPORE.



Join her on the 14.10 from Heathrow

A great way to fly
SINGAPORE AIRLINES

Ticket office: 143/147 Regent Street, London W1R 7LB. Reservations: Tel: 01-995 5411
619 Royal Exchange, Manchester M2 7FE. Tel: 061-834 8354/5.

AVP INDUSTRIES LIMITED

Chairman: Mr. Harold H. Foster

Record Group Profits again earned in year to 31 March, 1973—up by 50.15% to £2,018,516

The following table shows the annual growth—

	1968	1969	1970	1971	1972	1973	5 year growth
Profit before tax (£'000)	1,027	1,243	1,501	1,709	2,010	3,018	294%
Earnings per share after tax	4.27p	4.79p	5.55p	6.65p	9.51p	14.10p	330%
Net assets per share	30.99p	33.34p	36.45p	45.71p	58.88p	76.00p	245%

Final dividend 1.33p per share net, making 3.15p gross for year (maximum permitted). First interim for 1973/74 0.2p net to be paid with final dividend for 1972/73 on 6 November, 1973.

Handwritten signature or mark.

ADRIAN DICKS

WASHINGTON, Sept. 25.

HOUSTON, Sept. 25.

The Broad-based group of 52 companies trading in the food industry as importers, manufacturers, wholesalers and retailers.

The Chairman, Sir Charles Hardie, reports: RECORD PROFITS AND NEW VENTURES

PROFITS

Group net profits before tax for 52 weeks ended April 1973 rose to a record £6.19 m. compared with £3.83 m. for the previous 53-week year.

DIVIDEND

1e Ordinary final dividend is
stricted by Government.
quirements to 11.95 per cent. This
a total for the year of 19.95 per cent
ainst 19 per cent last year.

SALES

Value of sales to external customers
£217 m. (£186.6 m. in
previous 53-week year).

GROWTH

arches for opportunities to expand Group's interests at home and overseas continue. New ventures are ready in train – the extension of activities in the EEC, our



**Mr. George Cannon,
Chief Executive of the Group.**

Copies of the report and accounts may be obtained from: The Secretary,
Fitch Lovell Ltd., 1 West Smithfield, London EC1A 9LA.

VARNEY

Pre-tax profits: Up by 133%

RESEARCH group has been set up to study the effects of the new 1992 tax measures on the investment industry. It will be headed by Sir John Gifford, former chairman of the Investment Association, and will be made up of representatives from the industry, the Inland Revenue and the Treasury. The group will also include representatives from the academic world. The group will be set up by the end of the year and will report to the Treasury by the end of 1993.

RESEARCH group has been set up to study the effects of the new 1992 tax measures on the investment industry. It will be headed by Sir John Gifford, former chairman of the Investment Association, and will be made up of representatives from the industry, the Inland Revenue and the Treasury. The group will also include representatives from the academic world. The group will be set up by the end of the year and will report to the Treasury by the end of 1993.

RESEARCH group has been set up to study the effects of the new 1992 tax measures on the investment industry. It will be headed by Sir John Gifford, former chairman of the Investment Association, and will be made up of representatives from the industry, the Inland Revenue and the Treasury. The group will also include representatives from the academic world. The group will be set up by the end of the year and will report to the Treasury by the end of 1993.

BY OUR FOREIGN STAFF

It is understood that Dr. Kissinger told Sir Alec that President Nixon had not yet decided whether to cancel his trip to Europe which was originally planned for this autumn.

In New York yesterday, Dr. Kissinger conferred with Mr. Knud Andersen, the Danish Foreign Minister, on the U.S. proposal for a new "Atlantic

Nations had an "indispensable role" in peacekeeping and peacekeeping efforts such as those in Indochina.

Despite Canada's withdrawal in July from the International Commission for Control and Supervision in Vietnam, Mr. Sharp said that "Canada remained committed to participate in peacekeeping efforts, but under UN auspices."

WASHINGTON, Sept. 25.

Mr. Boyle, 71, former president of the United Mineworkers' Union (UMW), facing multiple charges in the 1965 killing of a rival for the union leadership, collapsed at his home in northwest Washington on Monday. Nine hours later, a hospital spokesman said, he had not regained consciousness.

Source said Mr. Boyle's condition was serious and said his chances of surviving are probably "less than 50-50." The hospital said doctors caring for

Mr. Joseph A. "Jack" Yablonski, Mr. Yablonski, his wife and a daughter were killed with a shotgun at their Pennsylvania home a few weeks after Boyle collapsed. Yablonski came to prominence in which Yablonski sought to oust Boyle from the UMW presidency.

Boyle was ousted last December by one of Yablonski's allies, Mr. Arnold Miller, in a new election. The Federal judge who threw out the Boyle-Yablonski vote on grounds of fraud by the Boyle forces.—UPI.

BUENOS AIRES, Sept. 25.

The highly-organised ERP was founded in July, 1970, as the armed branch of the Marxist "revolutionary workers' party." It spearheaded armed resistance to the military who ruled Argentina for seven years until last May when a Peronist Government took over.

Canada may quit shipping pact

SUMMERSIDE, PRINCE EDWARD ISLAND, Sept. 25.

Mr. Jean Marchand, Canada's Transport Minister, has said that Canada will withdraw from the Commonwealth Merchant Shipping Agreement and reserve Canadian coastal shipping for Canadian-flag vessels within the next five years.

Following discussions with officials of the Atlantic coast provinces, Mr. Marchand said the policy had been endorsed as assurances that regional industries would be protected through the maintenance of "adequate and competitive" shipping services on the coast.

Safeguards would ensure that water transportation costs in the Atlantic provinces would not be adversely affected. The protective measure, he said, would be national in character and also apply to the west coast of Canada.

Mr. Marchand said the safeguards will consist basically of a system of granting "grandfather rights" to Commonwealth ships already in the coasting trade.

"We would recognise the existing rights of certain Commonwealth vessels—rightly acquired by virtue of participation in the Canadian coastal trade before this policy change—to continue this activity for a period of two to five years," Mr. Marchand said.

In order to withdraw from the Commonwealth Shipping agreement which allows only Commonwealth vessels in the Canadian coastal trade except for an area of the Great Lakes, the government must give 60 days' notice to the British Government. Legislation now in force under the Canada Shipping Act will have to be re-drafted. AP-DJ



**Everything
we've learned
in making our big
yellow machines**

**we've put
into our slightly
smaller yellow
machines.**

Big yellow machines like the Caterpillar 992 wheel loader have to work hard and long in unbelievably tough conditions. They are built to a proven quality standard that has made Caterpillar famous for keeping earthmoving costs low. We apply those same standards to building lift trucks.

High-quality lift trucks that can solve your material handling problems at lower cost. Like the British-built electric-powered M-series model shown here. Like the petrol-powered, diesel-powered or LP gas-powered alternatives which complete Caterpillar's range of 57 lift

truck models from 2,000 to 60,000 lb capacity.

All those machines are backed by Caterpillar's computer-controlled parts supply service and an unrivalled dealer organisation throughout Britain and Ireland.

Call your nearest Caterpillar dealer and ask him to help solve your problem.

him to help solve your problem.

Bowmaker (Plant) Limited, Cannock. Tel: 2551

H. Leverton & Co. Ltd, Windsor. Tel: 68121

Caledonian Tractor & Equipment Co. Ltd,
Baillieston, Glasgow. Tel: Coatbridge 22611-7

S. McCormick (Belfast) Ltd, Belfast. Tel: 59255

S. McCormick Ltd Dublin. Tel: 7-9092

**You buy more than a Lift
Truck from Caterpillar**


CATERPILLAR

EUROPEAN NEWS

French keep up pressure against regions proposals

BY RUPERT CORNWELL

La Grande Motte, Sept. 25

FRANCE SEEMS set on maintaining its resistance to the ambitious proposals for an EEC regional fund, so dear to Britain, which is due to be debated by the Community's Council of Ministers in the coming weeks.

Addressing a 20-nation European regional conference here, the French Planning Minister, M. Olivier Guichard, said it would be best first to define a joint approach on how the regions in question are to be developed before a substantial fund is put into motion.

While supporting in general a cautious approach to a supra-national regional policy, he managed to take a dig at Britain's strong claim on the fund. Entry into the Common Market alone, he said, should provide the necessary impetus to overcome a great many problems, by encouraging the modernisation of outdated industrial plants.

However, the EEC Commissioner for regional affairs, Mr. George Thomson, the main author of the proposals which await ministerial approval, again pleaded to-day for their speedy implementation. Failure by the

Council to endorse them would be a severe psychological blow to Europe's efforts to shake off its image of being a merely mercantile grouping.

M. Guichard, on the other hand, argued that any policy which merely handed out subsidies to a number of backward regions while allowing the unimpeded expansion of those already thriving would be expensive and ineffective.

Instead, he called for a fuller statistical study of European regions, which notably took into account the distortion caused by recent monetary upheaval. He also repeated the familiar French argument that regional disparities were most felt within an individual State, and thus should be tackled first at the national level.

The most promising approach should be a joint search for other ways of helping the poorer areas. Two courses suggested themselves—improved transport and communications links, and a sterner Government policy in forcing industry away from its traditional homes.

The main such area, which M. Guichard described as the "l'horizon" was the highly industrialised belt running down

the centre of the Continent, from the English Midlands through the Low Countries, Germany, and eastern France, to the Po Valley in Italy. This contained over half of Europe's population, and generated two thirds of its wealth and a large share of its pollution.

The only way of tackling this and thus avoiding the nightmare megalopolis of the future lay in tough government action. This had already borne fruit in France, Britain itself, and Italy, he claimed.

The same fear of an uncontrolled industrial belt was expressed by the West German Minister for Planning Herr Hans-Jochen Vogel. He emphasised, with more than one eye on the 4m immigrant workers in his country, that capital must be lured to where labour is to be found rather than the other way round.

The three-day conference here is the second such organised under the auspices of the Council of Europe. Twenty nations, including several outside the Council, are participating and to-morrow will begin work on a draft agenda for regional action on an overall European basis over the next three years.

Association: African States meet next week

By Bridget Bloom, Africa Correspondent

AFRICAN TRADE Ministers are to meet in Dar es Salaam next week in an effort to co-ordinate their positions in the forthcoming association negotiations with the enlarged European Community. Observers from Commonwealth, Caribbean and Indian Ocean States are also expected to be present in the Tanzanian capital.

The African meeting—of some 40 States, including existing EEC associates and other "associates"—follows that held in Brussels in July with the Nine. Then, the 42 States present achieved a remarkable degree of unity, putting forward to the Community a common view—in the form of agreed principles—on the future of association.

Next week's meeting, however, is designed to hammer out a common negotiating position, a much harder task. There have always been considerable differences of approach, principally between the French-speaking associates and the Commonwealth group, which now threaten to come to the surface again.

In Brussels last week, President Hamani Diori of Niger suggested that a common front between anglophone and francophone African States was premature. There should, he said, be one agreement for the existing associates and another for the "associates." After five years of such an arrangement, "I think we could go a step further," the President said.

The Niger, en President's views were echoed last week by the Ivory Coast Minister of Planning, M. Diawara, who was also speaking at an occasion to celebrate an "African Fortnight" in Brussels. M. Diawara said he believed that association must involve the principle of reciprocity—to which Commonwealth African States are opposed.

How far either President Diori or M. Diawara represent other associated States remains to be seen. It is being suggested in certain circles in Brussels that the French, never very happy about an all-African association, may be behind current moves to forestall a united stand.

But that as it may some tough negotiating will have to take place in Dar es Salaam if the unity achieved in Brussels is to be maintained when the African States (together with the Caribbean and Indian Ocean countries) meet the Nine again in Brussels on October 17.

PAY DAY FOR LIP WORKERS

BESANCON, Sept. 25

Workers in the bankrupt Lip watch company to-day gave themselves their third pay day since they started running the company on their own last April.

Banks charge more on lending, but pay same on deposits

BY ANTHONY ROBINSON

ROME, Sept. 25

THE ITALIAN commercial banks have now followed the sharp rise in official interest rates announced 10 days ago. At that time the Italian monetary authorities raised the discount rate from 4 to 5.5 per cent, rising to a maximum of 9.5 per cent, for persistent borrowers. They also raised the Lombard rate to 6.5 per cent, and introduced a new series of six-month treasury bonds at 9 per cent.

Now the 14 largest commercial banks, who set the pace for most of the banking and credit system, have brought their "prime rate" for first class borrowers up to 10 per cent, fixed a 9.75 per cent rate for loans backed by bonds and a 9.50 per cent rate for discounted trade bills. Hitherto these rates oscillated between 7 and 9 per cent, in theory; in fact, however, the latest formal increase merely brings their interest rate structure into line with the sort of rates they have in fact been charging in recent months.

To this extent the move is similar to that made by the monetary authorities, who by raising the official rate structure merely formalised the existing situation whereby the central bank in practice, virtually refused to lend to the commercial banks at the official base

rates but called for rates at the highest end of the spectrum, or only partially satisfied commercial banks demands.

Meanwhile, in an attempt to ensure that passive interest rates,

to isolate the bond market as far as possible from the new high interest rate structure.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The commercial banks have agreed to keep such rates on deposits below the 7 per cent, or more obtainable on bonds.

to isolate the bond market as far as possible from the new high interest rate structure.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

The Treasury's decision to issue six-month Treasury Bonds at 9 per cent to yield 9.64 per cent, has aroused considerable investor interest. In practice the October tranche of Lire800,000m of such bonds has been reserved for subscription by the Central Bank in the first instance. At the same time the banks are still saddled with the decree obliging them to invest Lire3,000,000m in ordinary bonds this year.

In this way the monetary authorities hope to succeed with their rate manoeuvre, aimed at temporarily raising short term rates, to cope with the high liquidity needs of the Treasury in view of the budget deficit, while insulating this short-term rise from the longer term end of the market.

One inevitable side effect of this manoeuvre has however been to raise the formal rate structure now practised by the commercial banking system. This is already sparking off strong protest by small and medium businesses in particular who fear for the loans needed to finance their investment and production plans and are complaining bitterly of a credit squeeze at their expense.

This reflects an official effort to raise the formal rate structure, not rise through competitive bidding to rates which would equal or exceed those obtainable in the long and medium term domestic bond market.

Oil, gas venture off coast of Greenland

By Our Own Correspondent

COPENHAGEN, Sept. 25

THREE MAJOR international oil companies, Compagnie Francaise des Petroles and Aquitaine, of France, and Tenneco Oil Company, of Houston, have concluded an agreement with a Danish consortium with a view to drilling for oil and gas off the west coast of Greenland. It was announced here to-day.

The Danish partner is the Greenland Petroleum Consortium, which consists of nine major Danish industrial corporations.

The four companies hope that the Ministry for Greenland will invite them to tender for a concession agreement this winter and that it will be concluded in time for operations to begin in the summer of 1974.

All four groups have carried out geological surveys in the area, which has a structure similar to the Alaskan north slope and is therefore regarded with immense interest in all circles. The Danish Government has worked for several years on a concession system, but the proposed terms have not yet been made public although they have been discussed with interested oil companies. Officials have said, however, that it will closely resemble the Norwegian system.

Mr. Sverre Thorsen, for the Danish group, said that the preliminary surveys had been interesting enough to make the companies interested in going ahead in spite of the great problems which they will face in the area because of drifting icebergs.

Athens students demonstrate

ATHENS, Sept. 25

GREEK riot police dispersed about 500 students demonstrating to the centre of Athens to-day for the abolition of legislation threatening them with military call-up if they boycott lectures. The police intervened when the students attacked a Government car. A police spokesman said that no demonstrators were injured or arrested.

The Greek Government has said the legislation would apply only on the recommendation of the university authorities to reasons including anti-national conduct, disciplinary offences imposed by a court and abstention from classes. Reuter

Italians relying on Nine's help

BY PETER TUMIATI

ROME, Sept. 25

"THE SIZE of the problem of the Mezzogiorno exceeds the effective possibilities of our economic system." This admission was made in Bari by the Minister for Southern Development, Sig. Carlo Donat Cattin.

The implication of his statement is that the countries of the Common Market are going to be called on to honour what here is considered their undertaking to help develop Italy's south. In Italy it is felt such an undertaking was entered into with the creation of the EEC. The regional policy outlined by the Brussels Commission is considered hopelessly inadequate.

According to Sig. Carlo Donat Cattin, 70,000 new jobs a year must be generated in industry alone in the Mezzogiorno for the next 10 years. He disclosed that a recent study of the south came to the conclusion that between 1971 and 1980 two million additional men are going to come on to the Mezzogiorno's labour market. Just to maintain the present share of national wealth between the Italian north and south 1.3m. new jobs in the south have got to be brought into being, of which 700,000 will have to be in industry.

The proposed Common Market regional policy—the expenditure throughout the whole of the EEC of a total of 2,400m. units

of account in 3 years—amounts to a fraction of what Italy has been spending out of its domestic resources for southern development.

The proposed share Italy would get of the 2,400m. COA (about one-third) is little more than one half of the investment which would be required for the planned tilola Tauru steel plant alone. At best the steel plant could provide 4,000 jobs.

The situation in the south, the growing feeling of bitter frustration there accompanied by political extremism, is causing grave anxiety in informed circles here. Recent rioting in

Naples, Reggio Calabria and elsewhere sounded the alarm signal. The indications are that the whole of the Mezzogiorno is becoming a breeding ground for neo-fascism.

The economic repercussions of the cholera outbreak have wrecked the brittle and thin texture of the economy of the south. Its dependence on tourism and on less than marginal activities such as unlicensed shellfish fishing has been seen to be enormous. The latter has been stopped by drastic police action and a wave of dismissals by hotels, inns, restaurants and shops is feared.

Finland 'near' EEC pact

BY LANCE KEYWORTH

HELSINKI, Sept. 25

IT NOW seems that Finland will finally sign its agreement with the EEC on free trade in industrial goods, soon, perhaps next week.

Observers here are still slightly sceptical about any unofficial news of the Finnish decision, for it has become one of the longest running political history. After 20 months of negotiation the agreement was initiated by Finland in Brussels in July, 1972.

It emerged soon after that the reason why Finland was the only EFTA neutral not present at the signing ceremony was of foreign policy origin—or, to put it bluntly, Soviet misgivings about the effect of the agreement on Finnish-Soviet relations. After this had been definitively dispelled by the beginning of this year, internal political squabbles continued to delay the decision and remain the sole reason for the persisting uncertainty.

PAY DAY FOR LIP WORKERS

BESANCON, Sept. 25

Workers in the bankrupt Lip watch company to-day gave themselves their third pay day since they started running the company on their own last April.

Iceland court opens hearing into collision

REYKJAVIK, Sept. 25

THE CAPTAIN of an Icelandic patrol vessel alleged before a maritime court here to-day that the British frigates Lincoln and Whitby made 11 attempts to cause a collision with his ship last Saturday.

The court's ruling could decide whether the Icelandic government will break off diplomatic relations with Britain.

Judge Emil Augustsson, the court's president, invited the British embassy to send a representative to the hearing, but no-one turned up, and no explanation was given for this non-appearance.

Thus, in view of the one-sided nature of the court proceedings, the Icelandic Ministry of Justice has appointed a three-man special committee to attend as official representatives of Iceland's government.

This committee, rather than the three-man maritime court, will decide whether the British Navy vessels were guilty of violating rules in such way that Iceland would be justified in carrying out its threat to break off relations with Britain.

Parcels for export?

PACEMAKER EUROPE

Fast, straight through delivery anywhere in Europe.

BRS Parcels introduce Pacemaker Europe—rapid delivery of parcels and small freight direct to main distribution points throughout Europe. And only Pacemaker Europe offers all these major benefits:

- ☐ Countrywide collection at your door—daily!
- ☐ Fast scheduled transits between UK and Continent—usually by air.
- ☐ 2/3 day delivery to main distribution points in the destination country.
- ☐ Customs clearance and fast 'delivery-home' if required.
- ☐ One through charge only and no hidden extras!
- ☐ Simplified documentation: special consignment notes, labels and envelopes—all provided by us—for trouble-free, fully monitored transits.
- ☐ Highly favourable Conditions of Carriage and generous Carrier's Liability (up to £7,000 per tonne, plus additional cover at low premium).

So now the Green Van goes European, with an unsurpassed service. If you have parcels for export, we have Pacemaker Europe. Put a call through to your local Green Van Manager for comprehensive details and rates. He's as close as your telephone directory.

BRS PARCELS LTD
PACEMAKER EUROPE

Oyez

MEANS OFFICE EQUIPMENT

Oyez Equipment Limited offer a comprehensive range of office equipment carefully selected to meet the high standards expected of the Oyez name. You are assured that the microfilm service and any equipment from the range of photocopiers, dictation machines, calculators, typewriters, paper shredders all meet the Oyez standards and are ideally suited to their particular tasks.

Oyez Equipment Limited
53/63 Park Street London SE1 9EA
Telephone 01-928 3411
A Subsidiary of The Solicitors' Law Stationery Society, Limited

Russians put plan for defence cuts to UN assembly

OUR OWN CORRESPONDENT UNITED NATIONS, Sept. 25

VIET Foreign Minister, Le Duc Tho, today proposed the big five powers their current military by 10 per cent, with the going to help developing countries.

Mr. Tho's speech to-day was heavy on defence and possibly the least acerbic he has ever delivered in the UN. But he took the opportunity to reply, implicitly at least, to Western criticism of Moscow's hard-line campaign against Soviet dissident intellectuals.

SALT talks

GENEVA, Sept. 25.

SOVIET and U.S. negotiators resumed talks here today on a new comprehensive treaty limiting the numbers of their most destructive nuclear weapons—and agreed there were good reasons for success.

The negotiators were meeting after a recess of more than three months for the first session of Strategic Arms Limitation Talks (SALT) since a summit meeting in the U.S. last June between Soviet Communist Party chief Brezhnev and President Nixon.

Lisbon bid to secure release of candidates

By Bruce Loudon

LISBON, Sept. 25.

RENEWED EFFORTS were made here today to secure the release of seven anti-Government election candidates for the Lisbon constituency seized by police even before the start of the campaign.

The seven, including Senhor Jose Tengarrinha, the best-known name on the Lisbon opposition list, are being held in the Caxias jail, on the outskirts of the city. They were among a group of opposition workers (said by the opposition to number 39 in all, and by the police to total 28) who were seized when a week-end campaign motorcade touring Lisbon suburbs was broken up by the authorities.

All are now in Caxias, and access to them by their families has been denied by the authorities. A delegation led by Prof. Luis Lindley Cintra, the respected head of the Faculty of Lisbon University, has called at the office of the Prime Minister to protest against their detention, and the journalists' syndicate has sent cables to several Ministers complaining about the detention of their members.

The newspaper reports today said that lawyers had been told some of the detainees could be released on bail provided that they signed a document stating they would make no political declarations in the near future. This would seem to rule out the seven as election candidates, if the conditions are accepted.

Legally

The office of the civil Governor of Lisbon explained today that the group of detainees was from the Democratic Electoral Commission (CDE) for Lisbon, but that although the commission had been registered, as is required by law, no list of candidates had been submitted to the Civil Governor. Therefore the police were acting "legally" when they broke up the motorcade and made the arrests.

Earlier an official police communiqué pointed out that the "official" campaign period in Portugal does not begin until Friday, one month before polling day, and that legally all unauthorised political activity in Portugal is banned before then. This, of course, ignores the fact that the Prime Minister spent a busy, televised week-end obviously on the campaign trail in the north of the country, whipping up enthusiasm among far-flung groups of electors and addressing a meeting of the National Popular Action, the governing "civil association," in Oporto.

This is, however, par for the course in Portuguese elections, and there is little real pretention about giving the opposition an equal opportunity to campaign.

What is rather surprising, however, is that the authorities have come down with such a heavy hand so early in the run-up to the election on October 28. True, there is supposed to be no campaigning (at least by the Opposition) before Friday. But equally it is patently clear that what the Opposition wants more than anything else is martyrdom, and by jailing such a large group the authorities seemed to be playing into the Opposition's hands.

VIEWPOINT

French: langue de frappe

BY P. MIDDLETON, EXECUTIVE DIRECTOR, LANGUAGE STUDIES

HOWEVER diverse their views on its economic and political significance, for many Frenchmen the enlargement of the European Community, involving the presence within it of English speakers, contains an indispensable threat to the status of their language, and this is something they take very seriously.

At the centenary banquet of the British Chamber of Commerce in Paris—held a matter of days before English became an official language of the Community—Prime Minister Messier struck a conciliatory note in pleading for the "peaceful co-existence" of the two languages, but early in January the deeply-felt official hostility to English found open expression with the publication of a list of Anglo-Saxon words and phrases, more or less naturalised in business and technical French, which would no longer be permitted in the written and spoken communications of government bodies, including the State radio and television.

Solemn approval

Although written up ironically in many foreign papers, the written and spoken communications of government bodies, including the State radio and television, were greeted with solemn approval this first instalment of what is to be a

continuing linguistic purge. And this is only one aspect of a campaign, explicitly a response to the aggressive inroads of English, which, with the active support both of De Gaulle and his successor, has been carried on now for well over a decade.

Nursery school

British and American observers are often baffled by the strength of French feeling on this issue. What they overlook is the success of the educational system in giving a Frenchman a sense of identity related to the possession and use of his native language. This begins in the nursery school—to which nearly two-thirds of children go from the ages of two or three—and continues through the later stages of schooling. The core of Frenchness, it is widely held, is an ability to exploit to the full the subtle potentialities of the French language as a means of thought and communication.

Even the producers of the recent anti-establishment documentary film *Francis*, at your service thought it worth including an apparently irrelevant monologue by President Senghor—most distinguished of honorary Frenchmen—in which he made this point with orotund authority.

As the French gather at the

baricades, the question may be put: what is the nature of the threat to their language?

Of course, true that in certain fields English has gained an absolute dominance and it would be futile to attempt to displace it (even the ingenious word-smiths of the *Académie Française* had to admit defeat in their search for acceptable French equivalents of "hardware" and "software"). However, on a wider front, even a cursory glance at the present linguistic situation, both in Europe and beyond, makes an imminent Anglophone hegemony seem highly unlikely.

First of all, within the administration of the EEC French has consolidated a place for itself which will not yield easily to challenge. As visitors to Brussels very soon discover, whatever the theory may be, almost all oral communication is carried on in French, and newcomers lacking Sir Christopher Soames' facility in the language must necessarily be paralleled, unless vigorous counter-measures are taken, by dominance in the linguistic sphere. In fact, the reverse may be the case: when they cannot use their own language, many educated Latin Americans, ambivalent in their attitude to the Anglophone power to the North, are happier using French than English.

It is their blindness to such factors which have led, the French into their curiously paradoxical behaviour in linguistic matters. Their rhetoric of resistance to English is often belied in practice. When a French company or Government organi-

sation sends a man abroad it will usually assume that where ever he is going English will be an acceptable means of communication. But, as the British are now increasingly aware, this is not the case, especially beyond the borders of the Channel.

Secondly, within the business world the victorious advance of English is considerably slower than in the niches of the European where a variety of factors are lessening its acceptability. Frenchmen arriving in Brazil or Indonesia, for example, will often find their competitors from across the Channel fluent in the local language—and correspondingly more successful.

Local language

The effort to defend and expand the realm of *Francophonie* (and so to keep English at bay) has been hailed by Michel Debré as "une grande idée." But it could be argued, the whole enterprise—with its annual budget running into millions of francs—is as misconceived as its military analogue, the *Force de Frappe*. Except in certain specialised fields, the concept of a language (the English, French or any other) retaining or gaining a world-wide imperium is increasingly outdated. The French must come to terms, as the British have done to an extent not always recognised, with the growing insistence in many countries on the use of the local language for business and administration.

I. TOMKINS LIMITED

Metal Buckles Mfrs.
Boots & Shoes Mfrs.
Bright Steel Bars Mfrs.
Bolt & Nut Stockholders

exceed £6m.—Further growth in profits

RESULTS	1973	1972
over	£6,041,197	£4,454,390
before tax	£ 582,922	£ 465,138
Net Profit after tax and minority interests	£ 337,465	£ 285,738
less:	13.23%	12.60%

Using extracts from the circulated statement of the Chairman, Mr. Gerald G. Curran, M.C.:

My review last year I looked forward to a resumption of both and I am pleased to report an increase in profit before of £117,564 on last year to £582,922.

In the year we purchased J. Walters & Son Limited, as of last year, which is in line with our policy of the distribution side of our business. We also acquired Conbridge Limited whose function is to promote the sale of our products in Europe.

Tomkins Buckle Company Limited and O. D. Guest Turnover in both companies was substantially higher year with a corresponding increase in profitability. Both orders finished on a rising trend and another good year's anticipated.

Steel Nut & Joseph Hampton Limited. During the year ended on a very heavy capital expenditure programme, both the division and both and nut division. It took courage in this expenditure during a time of acute depression but income is now completed and we are in a position to take an increase in efficiency during the present state of trade.

Cumbersome Co. Ltd. and Hopewell Engineers' Merchants Both these companies continued trading satisfactorily again showed increased profits.

Prospects. All members of the group are experiencing demand for their products but at the same time are in an acute shortage of steel. No one yet knows what the Counter-Inflation Act 1973 will hold but there is that that we shall continue to operate under very strict. This means the only way of increasing our profits is to considerably increased turnover. If the present state continues this should be possible providing we can obtain supplies of steel.



Copies of the Report and Accounts are available on application to the Secretary, P.O. Box No. 22, All Saints Road, Wednesbury Staffs.

Fitzwillton

Profits and Dividend up

- Pre-tax profits almost 20 per cent up on forecast at £2.9 million.
- Annualised sales rise to £44.6 million.
- Total Dividend up from 14 to 20 per cent
- Asset backing of 91p per Ordinary share

Summarised Results

	Year to 30.6.72	Period to 30.6.73	Annualised figures
	£000	£000	£000
Sales	18,800	51,600	44,600
Pre-tax profits	1,229	2,686	2,901
Profit after tax	639	1,356	1,464
Ordinary dividend total	14%	20%	20%
Dividend per Ord. share	3.5p	5.0p	5.0p

Fitzwillton Limited

Fitzwillton House, Wilton Place, Dublin 2



Show this ad to your wife.

Show it to her this evening and see what she says.

Chances are she'll be able to look at the cuts of meat on this page and tell you precisely what's a good buy and what isn't.

And if she can shop around for the best value in food you can do the same when it comes to getting the best value for money for a computer service.

So Wates Computer Services are asking you to look around and compare other people's prices to our own.

We're that confident. Because we know you can be asked to pay at least 25% more for the same services and hardware we offer.

We specialise in Remote Batch terminal links with our Univac 1106.

We find this service is the most flexible and satisfactory for most business needs.

For a start it doesn't involve the client in

wastage. The great thing about RBT computing is that you use it just as much as you need it. There's no question of getting involved with elaborate programmes that are charged for but not always used to best advantage.

With RBT there's no large capital outlay (as with installing your own hardware) you save on staff, you save on office space, while at the same time being able to call on a highly trained back-up team at any time.

So when you're out shopping for a computer service, all we ask is that you at least look in our shop window.

Call or write to Mike Sands, Wates Computer Services Limited, 1258 London Road, London SW16 4EG, Tel: 01-764 1006

WATES COMPUTER SERVICES LIMITED.

OVERSEAS NEWS

THE YEMEN

Economy survives the pressures

BY ALAN MACKIE

ON a hill near the picturesque Yemeni town of Jibla they killed a camel this summer to encourage the rains. This primitive sacrifice bore results: the rains in Yemen this year have been good, if patchy, but not sufficient to make good the damage of drought earlier in the year. Set in North Yemen's agricultural heartland close to Ibb, Jibla usually gets good rains. But this year the short April monsoon, which farmers rely on to moisten the soil sufficiently to plant sorghum, failed. Along the length of the Red Sea, this year's crop is a makeshift hotch-potch of late sorghum, or lower yielding wheat, barley or maize.

Like other semi-arid areas north of the Equator, Yemen has been suffering from a lack of rain. The indifferent crop expected this year follows a poor one last year, and for the second time in four years North Yemen faces a serious food shortage. Last year the private sector imported 100,000 tons of grain. This year the figure is likely to be 150,000 tons and the Government is appealing for a further 50,000 tons to offset the expected shortages in the extreme north of the country where there has been little or no rain for years.

6% growth

However, despite the intense inflationary pressures of having to import grains at appreciably higher prices this year, the economy is remarkably buoyant, growing at slightly over 6 per cent. per annum, and the Yemeni Ryal is strong.

There are a number of reasons for this. Undoubtedly the ending of the hostilities in 1970 after

the Civil War and especially the tribal subsidies which were a huge drain on the economy, a period of relative stability since, and the laissez-faire policies of the Government have all played their part in bringing about the boom conditions which North Yemen enjoys to-day.

More specifically, the coming of peace meant a return to normal relations with Saudi Arabia whose own economic boom neatly coincided with this rapprochement. Last year the remittances of some \$800,000 to 1m. Yemenis working in Saudi Arabia amounted to YR400m. by the official count (YR38m.). Unofficially the figure is put anything up to YR300m. higher.

More recent is the invasion of Aden from South Yemen who have set up shop in Taiz and Hodeidah and all but taken over the trade and commerce of these two important centres. The sudden influx of money and quickening economic activity has started a construction boom. A plethora of small shops in crude concrete has already transformed and disfigured Taiz.

Private foreign capital is being attracted to North Yemen because of the open market system operated there and liberal investment laws which allow profits to be remitted abroad. Foreign banks report booming business and are expanding their operations. The strength of the Ryal, which is freely convertible, has played its part too in stimulating trade. But the boom is still very much a surface phenomenon when seen against the realities of North Yemen's economic position, a country which in 1971 had a gross domestic product of \$875m., of which agriculture made up more than three quarters, with less than 400

miles of metalled road, electricity in a handful of the major towns only, and with light industry at an embryonic stage and rudimentary hospitals and schools.

Aid needs

The country is likely to remain for the foreseeable future, heavily dependent on development aid. The aid comes in many forms—China is providing \$10m. to build the Sanaa-Saada road; the United Arab Emirates is providing \$7m. for various projects. The most important being the joint IBRD and World Bank educational programme. As well as underwriting budget deficits, Saudi Arabia has given substantial medical and educational aid. Kuwait and Libya have given selective assistance while Russia still has the largest investment of all, loans totalling over \$32m. The UNDP and affiliate organisations are heavily involved in all aspects of development from pilot agricultural schemes in the Thama and the Hugariah, to the badly needed water and sewage projects for Sanaa and Hodeidah.

The development being undertaken is largely infrastructural and will take time to produce results. In the meantime the Government is saddled with development debts amounting to \$99m. On June 30 of last year, Most have minimal interest rates but nevertheless servicing these debts and rescheduling them will feature large in the country's future economic planning.

Exports, of predominantly animal skins, coffee and qat, a narcotic leaf, made up a tiny YR42m. in the 1971-72 balance of payments and were dwarfed by imports of YR432m. These figures are very rough. More

promising are the prospects for minerals and oil. A Mineral Resources Corporation was set up earlier this year. With the help of the IAEA a systematic aerial survey of the country has been made and tenders will be invited on the strength of studies made of the photographs. As for oil, Shell has already made preliminary drillings in the Red Sea off Yemen and wants to continue; other Western oil companies are showing interest, too.

Under the auspices of the Central Planning Organisation, an organisation set up by the Government to gather statistical information, Government departments are having individual budgets prepared. The Budget was audited this year for the first time. The Consultative Assembly made full use of the opportunity to go through every item of the 1973m. allocation with a fine toothcomb. (Saudi Arabia is financing a 25 per cent. deficit with a Saudi Ryal 100m. subsidy.)

The authorities are also working on a comprehensive tax system. At present 50 per cent. of the Government's income comes from customs dues, an insecure and irregular source of income as in Hodeidah, for instance, it is not the Government but the Governor who collects the taxes. Work has a way of stopping at midday to allow every one a fair chance to get the best of the qat. The Government has forbidden its employees to chew during office hours and claims to have checked the increase in qat growing. Time will tell how successful the campaign will be. For many Yemenis qat is an integral part of life, much as the Englishman's pint of bitter. How hard the habit dies will be an indicator of how quickly Yemen will change.

Product and employs 90 per cent. of the workforce. On the results of a recent census, the Central Planning Organisation calculates the population at 8m. and that it is growing by around 2 per cent. a year. Nevertheless officials are optimistic about improving food production. For the time being the economic indicators are set fair. So long as the Yemenis in Saudi Arabia continue to remit money, development projects move on schedule, there is no disastrous food shortage and imported inflation is kept under control, the country is unlikely to feel the pinch economically. Yemeni merchants and businessmen will be able to continue to clinch their deals at their long, somnolent afternoon qat sessions without feeling that they have to move too violently with the times.

Like Popeye

Qat is the narcotic leaf which Yemenis chew, saying it makes them feel like Popeye after a tin of spinach. It is a huge and growing business in Yemen and has already made deep inroads into the coffee industry.

The Government is trying to discourage the habit since it is both time-consuming and expensive. Work has a way of stopping at midday to allow every one a fair chance to get the best of the qat. The Government has forbidden its employees to chew during office hours and claims to have checked the increase in qat growing. Time will tell how successful the campaign will be. For many Yemenis qat is an integral part of life, much as the Englishman's pint of bitter. How hard the habit dies will be an indicator of how quickly Yemen will change.

France makes bid for Japan uranium pact

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, Sept. 25.

FRANCE has formally entered the bidding to supply Japan with enriched uranium during the sensitive period in the early 1980s when existing long-term contracts with the U.S. will become inadequate to meet Japanese demand.

According to Japanese Government sources, the French, who lead Eurodif, the five-nation European consortium for the construction of gaseous diffusion plants, have offered Japan 2,000 tons a year of enriched uranium (STU basis) in return for a long guarantee to buy from their first plant.

Acceptance of the French offer by Japan could prove crucial to the future of the Eurodif project, which is finding difficulties in persuading enough European customers to commit themselves to an economically viable size of plant—8,000-9,000 tonnes a year.

The Eurodif project is expected to decide soon on the European location for its plant. If the project is to go ahead.

However, France is only one of a number of competitors for the huge Japanese market for enriched uranium which is expected to emerge in the early 1980s. Japan is already discussing an extension of its existing contract with the U.S. and there have been

contacts with the Soviet Union. Both the French and the Russian offers to supply Japan's nuclear industry are expected to be discussed by the Japanese Prime Minister, Mr. Kakuei Tanaka during his current European tour.

Mr. Tanaka, who is visiting Paris this week, said shortly before leaving Tokyo that he regarded atomic energy as being a fruitful field for co-operation between France and Japan. However, the Prime Minister is known to be extremely concerned about the need to improve Japan's relations with the Soviet Union by expanding trade between the two countries.

Japan's reaction to the French offer of enriched uranium could have some bearing on possible Japanese purchases from a centrifuge enrichment plant sponsored by the U.K., West Germany and Holland. Japan is not an observer at discussion of the ACE (Association for Centrifuge Enrichment) in time to bridge the nuclear fuel "gap" which is for the early 1980s. A White Paper on Japan's energy supply published to-day by the Ministry of International Trade and Industry (MITI) predicts a shortage of enriched uranium in six to eight years.

are not seen as being in direct competition with each other as far as the Japanese market is concerned. This is because the French project would come on stream with a much larger initial capacity than the ACE centrifuge plant. The technology of uranium enrichment by diffusion calls for a large initial capacity—perhaps 4,000-5,000 tonnes—which in turn explains the urgency of France's bid to secure an advance commitment by Japan.

The capacity of Japan's nuclear power industry is projected to reach 80,000MW by the mid-1980s which would be roughly equivalent to the entire existing capacity of the U.S. electricity industry. Japan's plans for uranium enrichment are expected to meet a large part of its domestic demand for nuclear fuel before the end of the next decade. But Japan is not expected to have its enrichment capacity in time to bridge the nuclear fuel "gap" which is for the early 1980s. A White Paper on Japan's energy supply published to-day by the Ministry of International Trade and Industry (MITI) predicts a shortage of enriched uranium in six to eight years.

Fresh light on Tete 'massacre'

PORTUGUESE commandos gunned down about 100 African civilians in the Tete district of Mozambique last December, but about 200 people survived and told what happened, the Johannesburg Star reported to-day.

The newspaper, in a front-page story from its "Special correspondent" in Nampula, Mozambique, said the sudden dismissal of the 8th Commando Group, ordered by the Portuguese Governor of the Tete district, had confirmed for the first time a massacre at William's village.

"On December 16 last year Black and White troops of Mozambique's 8th Commando Group gunned down about 100 African civilians, of whom 20 to 30 survived and told what happened," the Star said. "The corpses of the others were buried about one month later."

The Star added, "The Portuguese sources say it happened during a hunt for Frelimo guerrillas near Tete, but

they have no information on the killing of a total of 400 villagers as alleged by the British missionary, Father Hastings, in a report in The Times of London which aroused an international furor over Portugal's conduct of the Mozambique war."

"Confirmation came to light after Col. Videira's departure from Mozambique for Lisbon," the newspaper said. "He was, in fact, removed from his post because whether or not he knew of the William's killings, he held ultimate responsibility for them as governor and military commander."

The Star said Portuguese premier Marcello Caetano had personally ordered the dismissal of the parachute colonel who was given only 24 hours to quit.

"The fact of his removal was covered by an official send-off from Mozambique as if he was an ordinary transfer," the Star went on. "He was given an official lunch in Lourenco Marques by the Mozambique Governor General, Pimentel Dos Santos, before going

to Lisbon." The newspaper alleged a massacre happened at a pilot of a light aircraft landed at Tete "some time before December 16," and complained he had been shot at from a ground. Then an army patrol which went to investigate was ambushed.

"Because of this a light military aircraft homed William's village on the morning of December 16. It is not known why this particular village and many in the area just south of Tete was selected."

"On the same day the 8th Commando Group men moved hoping to find Frelimo guerrillas they thought were in William's village. It was there that Frelimo activity was intense the time."

"They lined up the village told them to clap their hands and, as they clapped, shot the down," the Star said. "Then they poured petrol on the huts a bushes, set them alight and let UPI.

Iraq warning to rebels

BY IHSAN HIJAZI

BEIRUT, Sept. 25.

MR. SADDAM HUSSEIN, the Iraqi Vice-President, has warned that a Chlie-type upheaval in Iraq would not be allowed and declared that the revolutionary regime in Baghdad would strike ruthlessly at what he described as machinations by imperialist and counter-revolutionary forces.

Mr. Hussein spoke at the final session in Baghdad last night of meetings aimed at laying down a draft plan for the Kurdish autonomy in the north of the country.

He pointed out that what mattered in the autonomy was not new laws but mutual trust and good intentions between Arabs and Kurds. He said his Government was determined to hold firm with plans for the autonomy within Iraq's unity. In what appeared as a further desire to please the Kurds, Mr. Hussein referred to "Iraq's Kurdistan," a phrase Iraqi officials have been avoiding. "Kurdistan" is the word the Kurds have been using to refer to the areas where they want their self-rule to be.

The meetings in Baghdad, which had started early this month, were organised by the leadership of the Baath Party with the aim of formulating a draft plan for the Kurdish autonomy to be approved later by the Kurdish Democratic Party (KDP) of Mulla Mustafa Barzani. The Baathist move followed the rejection by the Government in Baghdad of the draft presented by the KDP, and which Baath Party leaders described as tantamount to Kurdish secession from Iraq.

The Government has promised to give the Kurds autonomy by next March, which is the deadline

set in the 1970 agreement that put an end to a decade of Kurdish wars. Informed sources here believe the Iraqi draft may be ready by then, but whether the autonomy would go into effect is a different matter altogether. The sources doubt that the KDP will accept the Iraqi draft.

The two sides are in sharp conflict on the delineation of the boundaries of Kurdistan, with the oil-rich Kirkuk district as the focal point. The Kurds want Kirkuk to be included in the

autonomy, but Baghdad refuses. Also the KDP has accused Iraqi authorities of embarking on an "Arabisation programme" under which Kurds are allegedly evicted by force from certain villages to make way for Arab settlers.

Mr. Hussein, a recording whose statements was broadcast by Baghdad Radio, charged the imperialism has been working schemes against the regime in Baghdad since the latter nationalised Iraq Petroleum Company last year.

Guerillas on trial

KHARTOUM, Sept. 25.

EIGHT PALESTINIAN Black September guerrillas appeared before a magistrate's court here to-day to face charges of murdering three foreign diplomats in the Saudi Arabian Embassy here last March. After a one-hour sitting, the hearing was postponed to November 13.

The magistrate's court has to rule whether there is a case for sending the defendants for trial by a higher court.

The guerrillas are accused of killing the American Ambassador in Khartoum, Mr. Cleo A. Noel, his deputy, Mr. Curtis Moore, and Belgian Charge d'Affaires Guy Eld in the Saudi Arabian Embassy, which was seized and held for 60 hours on March 1 to 3.

At the time, guerrillas who invaded the embassy demanded the release of Palestinian commandos jailed in Jordan, including guerrilla leader Abu Daoud. Jordan ignored the demand but

Daoud now has been released under an amnesty declared by King Hussein earlier this month. The eight accused, who face five charges of murder, a charge of illegal detention, shouting "Live Palestine" and "Victory to martyr" as they were led to the magistrate's court to-day. People in the crowded public gallery applauded.

One of the accused, Rizig Al Gassan, told the court: "We are proud of what we have done."

Our Cairo correspondent writes: A number of Arab lawyers have been refused entry into Sudan to attend the hearing. In a statement here to-day, a Shaikh Arshidat, Secretary-General of the Arab Lawyers Federation, said the Sudanese Government in Cairo had refused to give visas to a number of Arab lawyers from Egypt, Syria, Iraq, Algeria and Palestine.

Abu Dhabi seeks new oil pact

BY RICHARD JOHNS, MIDDLE EAST CORRESPONDENT

ABU DHABI is seeking a revision of the participation agreement reached late last year with its two main concessionaires and in particular wants to achieve a 51 per cent. majority holding before the scheduled date of 1982.

His confirmation that Abu Dhabi now expects to achieve a 51 per cent. majority holding before the scheduled date of 1982 was given in a television interview on Monday night.

It means that Abu Dhabi is the first of the three signatories of the complex participation package, which gave the States concerned an immediate 25 per cent. stake in their concessionaires' operations, to demand its renegotiation.

However, Saudi Arabia has already approached the Arabian American Oil Company with a demand for an increase in the price paid for the "participation crude" sold back to the oil companies. The other Gulf producer which ratified the agreement was Qatar.

It is clear now that the partici-

pation agreement in its present form has little chance of survival. Following the Kuwait National Assembly's refusal to ratify it, the Kuwait Government wants a new pact giving the State a 51 per cent. share from the out-

set. Iraq, the other producer affected by the laborious negotiations carried out last year by the oil companies by Sheikh Yaman, of Saudi Arabia, has been biding its time awaiting the outcome of events.

Saudi Minister proposes co-operation with U.S.

LOS ANGELES, Sept. 25.

THE SAUDI Arabian Minister of State for Planning said his Government would be willing to increase oil exports to the U.S. if the U.S. helped his country industrialise and create the right political climate in the Middle East.

Mr. Hisham Nazer, speaking to the Los Angeles World Affairs Council yesterday, did not specifically mention Israel when he referred to "the right

political climate," but his Government has frequently criticised the close relations between the U.S. and Israel.

Mr. Nazer said it was not economically beneficial for his country to over-produce oil. He said oil exports to the U.S. this year would not exceed 5 per cent. of Saudi Arabia's oil production. Last year Saudi Arabia exported 4.3 per cent of its oil production to the U.S. Reuter



Singapore is becoming the Zurich of the East. Naturally, Continental Bank is there.

In the latter 1960's, Singapore began to emerge as the financial center of South-east Asia. Singapore's flexibility and economic strength together with her increasingly sophisticated local banking system provided impressive credentials for financial leadership of the area.

Continental Bank was ready.

Continental Bank actively entered the Singapore banking community through an ownership position in Singapore International Merchant Bankers Ltd. in July, 1970.

In time to take part in the Republic's 17.4% economic growth that year.

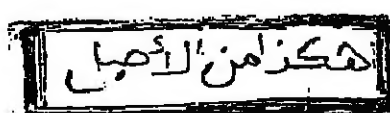
In time to participate in the past calendar year's doubling of the Republic's non-resident deposits to \$900 million (U.S.).

The timing of our active involvement in Singapore financial life is indicative of Continental's reasoned program of international expansion.

A program which has resulted in a six-continent banking network of enviable strength, including international banking subsidiaries in New York and Los Angeles.

This network allows us to meet the banking needs of multinational corporations virtually anywhere in the world. Moreover, the judicious nature of our expansion has enabled Continental to maintain a flexibility and efficiency not normally associated with a \$10-billion bank.

Talk to Continental's people in the Zurich of the East. Or, in the Zurich of the West. Or, in any financial community in the world where things are happening.



CONTINENTAL BANK

Continental Illinois National Bank and Trust Company of Chicago, Chicago, Illinois 60683. Continental Bank International, 1 Liberty Plaza, New York, N.Y. 10006. Continental Bank International (Pacific), 51 S. Flower St., Los Angeles, Calif. 90071. Also: Argentina, Australia, Belgium, Brazil, Colombia, France, Great Britain, Greece, Indonesia, Italy, Japan, Lebanon, Mexico, Morocco, Netherlands, Republic of the Philippines, Singapore, Spain, Switzerland, Taiwan, Thailand, Venezuela, West Germany. City Branch: 58/60 Moorgate, London. EC2R 6HD. Tel.: 01-628-6099. West End Branch: 47 Berkeley Square, London, W1X 5DB. Tel.: 01-493-9261. Incorporated with limited liability in U.S.A.

0-60 mph-9.3

It only takes a few seconds for some people to decide on a car.

Time and again, people judge—even buy—cars on the basis of their performance figures.

It isn't altogether surprising. To go by a lot of advertising, you'd think the most important things about a car were how quickly it reaches 60 mph, and its top speed.

We don't agree with this at Mercedes-Benz. There's a great deal more to consider about a modern car than its performance figures.

And a great deal more to its performance than the figures, come to that.

To show what we mean, we've got together a few snippets on the subject.

Mainly, they're from people who know and love Mercedes-Benz cars, who have driven or worked with them, in many cases, for years.

If this makes them a little over-enthusiastic at times, it also makes them well-informed. And isn't this, after all, how we should all choose our cars?

On real information. On real understanding. Rather than just rushing into it.

0-60 in this! 0-60 in that! When can you drive a car from 0-60 in one burst anyway! Not much in the country, never in town. In any case, who's timing? Does the driver carry a stop-watch or something? Does he nudge his mother-in-law as the speedo reaches sixty and whoop. 'See that - 9.9 seconds!'

Mercedes-Benz dealer

The Merc is an extremely agile car, despite its size, on all types of road so that one can almost unintentionally put in very high average speeds. We were unable to induce a situation in which the 280E behaved unpredictably, regardless of surface or speed.

Car.Road Report on the 280E

Anyone can build a 100 mph car these days - that's nothing! Mercedes were building them seventy years ago. And look at their racing record! Look at the C111 (the Mercedes-Benz experimental sports car) - 0-60 in 4.6 seconds! Of course they could build even faster production cars if they wanted to. But why? What's the point? They're fast enough.

Mercedes-Benz dealer

I have always had a soft spot for Mercs.

Stirling Moss

The best way to sell you one is to lend you one.

Headline, Mercedes-Benz advertisement

Performance isn't just top speed. What if a car does 150, even 200 mph? Does that mean it'll hold a corner at 50 in the rain? Will it get you home in the ice and snow? Will it keep going mile after mile - and will you be able to walk when you get out of it? Performance is something a car actually does - and goes on doing - not figures on a piece of paper. In that way, I've never known any car beat my Mercedes.

Mercedes-Benz executive

We decided to incorporate 'starting torque compensation' (in the new 450 models) to prevent squatting of the rear of the car under heavy acceleration. We felt that though this rear-end dip looks spectacular, it does nothing for the comfort of the occupants or their safety.

Mercedes-Benz engineer

When you are planning your next crash, have it in a car with anti-burst door latches, a laminated windscreen, a strong passenger compartment, a padded large-hub area steering wheel, and correctly positioned head restraints.

New Scientist - article entitled 'How to survive your car crash'

- Mercedes-Benz introduced anti-burst door locks in 1948.
- Laminated windscreens are standard on all Mercedes-Benz cars.
- Mercedes-Benz patented the strong passenger 'safety cell' in 1951 and have been refining and improving it ever since.
- The steering wheel is the most fully padded one we've seen on any production car (Road & Track, discussing the 350 SLC). This steering wheel is standard on all Mercedes-Benz cars.
- Head restraints are standard on most Mercedes-Benz cars and an optional extra on all others.

Because of the high trade-in value of Mercedes, it's always that much easier to buy your next one.

Mercedes-Benz dealer

I've always bought a Mercedes. Why would I buy anything else?

Chartered Accountant

To buy a car because of its top speed is like buying hi-fi because of the output of the amplifier.

Advertising executive

An airline pilot knows his capabilities and his limits exactly.

He always knows what he is doing.

And what about us? What are car drivers other than pilots at the steering wheel?

Should a pilot run risks just to show us he has courage?

Then why do we?

Script of Mercedes-Benz film on cars safety

Six questions to ask your Mercedes-Benz dealer (not one about performance figures)

1. **Ask him about torque.** Ask him why Mercedes-Benz are giving their cars higher torque values these days, rather than higher top speeds.
2. **Ask him about Mercedes-Benz power-assisted steering.** It's not the same as that used by most other manufacturers. It helps you retain 'road feel' even at high speeds, and on wet roads, snow and ice.
3. **Ask him about zero-offset steering.** How is it the car won't swerve out of line even if a front tyre bursts?
4. **Ask him about central locking.** As you lock the driver's door, you lock all the others. And the boot. And the petrol cap.
5. **Ask him about safety.** Prepare to be massively reassured.
6. **Ask him for a test drive.**

Any valuable executives involved in a car crash in the 'S' Class have a better chance of walking away from the wreckage than in any other luxury saloon on sale in Europe today.

Guardian

When all the automobiles of the world are judged on the basis of their technical characteristics, their well-balanced design, their reliability and the degree of perfection by which they are meeting their function, the best automobiles in the world are probably all built by Mercedes-Benz.

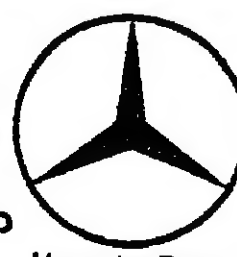
Statement by Road & Track journalist

Really, you need to drive a Mercedes for about six months to realise just how good it is.

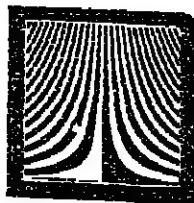
Mercedes-Benz owner

It only takes a few seconds to buy a car. It takes a few months to realise you've made a mistake.

New Proverb



Mercedes-Benz



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

AUTOMATION

Plant control simplified

COMING NEATLY between small special control systems which can be mass-produced and computerised industrial controllers for large plants, GEC-Elit Process Automation's new program-inable logic controller unveiled for the first time yesterday, takes full advantage of the latest electronic devices to simplify the task of the control engineer.

Compared with hard-wired logic control it gets to implementation in three steps instead of seven and "programming" the read-only memories comes down to keying in instructions for them from a unit the size of a small suitcase. No paper tape or magnetic tape runs are involved and specification of what the memories are required to do is simple.

The modules which make up the PLC plug into a standard line interface circuit. Some of them, the input and output modules, are connected to plant transducers. The necessary logic interconnections between inputs and outputs are defined by the program held in the plug-in programmable read-only memories (proms).

Applying the PLC to a specific project, an engineer retains essential control of all aspects—

system configuration—logic design—commissioning and operational changes. The programming technique and the simple hardware structure puts the PLC far ahead of relay and solid-state systems, including situations where computer-control is not really justified.

Using the PLC the time-consuming transfer of information between many departments is eliminated thus reducing the likelihood of errors and reducing the timescale and cost of project implementation.

The design engineer can write the logic program, fill in the program sheets, punch the program into the read-only memory store board and test out the system himself.

Manufacture of the PLC does not involve any special wiring as it is an assembly of standard metalwork—standard printed circuit modules—standard cable and terminal assemblies. The factory instruction to manufacture the hardware can be placed with minimal delay after the receipt of the system order. Modifications to the control system operation are readily achieved by modifying the control program. If a minor change is all that is necessary then there are built-in techniques.

If the change is major, proms can be exchanged and input or output connections added.

A special test/monitor unit can be fitted within the PLC. This enables the engineer to step through the program and observe each operation. In the event of plant failure this unit is invaluable as it enables the maintenance engineer to speedily locate faulty areas within the plant.

To assist PLC users the company will program from an engineer's specification or program forms, or design and manufacture a complete PLC system. The use of standard modules in the PLC is a major contribution to holding project timescales and to avoid expensive and frustrating delays.

Typical areas of application are in the control of presses, moulding machines, transfer machines, packaging / filling machines, welding machines, palletisers, conveyor systems and in data logging among others.

The unit is made at New Parks, Leicester and has been given the designation "March 4".

First installation is expected within the next few weeks.

COMMUNICATION

Message switcher in Taiwan

THE AERONAUTICS Administration in Taiwan has brought into service the first dual 6400 ADX computer-based message switching system. Supplied by the data equipment and systems division of Standard Telephones and Cables, the system is for the Aeronautical Fixed Telecommunication Network and is

PROCESSES

Spraying metals

THE ASSOCIATION of Metal Sprayers has issued two Information Sheets which should be of interest to designers and users of machinery for almost every purpose.

Information Sheet No. 4: "Sprayed Coatings to provide Hard Surfaces" lists examples of the type of materials applied and includes both those used in the as-sprayed condition and also those fused after deposition.

Information Sheet No. 5: "Sprayed Coatings for Protection and Reclamation of Engineering Components" is a companion document in that the processes are similar but without the emphasis on "hard" and it is more concerned with unfused coatings.

The sheets are available from the Association, free of charge, at Chamber of Commerce House, P.O. Box 360, 75, Harborne Road, Birmingham B15 3DH.

EXHIBITIONS

Inventors' own show

CONTRARY to reports earlier this year, the Inventors Exhibition will after all be held again in Brussels this year.

The exhibition will now take place at the Centre Rogier from November 30-December 9 under the new management of the Chambre Syndicale pour la Protection des Inventions—section of the Brussels Chamber of Commerce.

The basic charge for commercial organisations and for inventors who have already marketed their invention, is about £65 including space. The private inventor with a new product will be able to exhibit for about £43.

Application for entry forms should be made to Inventors Exhibition, OEH Design Broadwall House, Stamford Street, London SE1 9PN.

HEATING

Boilers for heat and steam

LOW COST high efficiency, compact boilers designed mainly for use in large building blocks, factories, hospitals and hotels, and introduced by B. and E. Boilers of Easthamstead Road, Bracknell, Berks., are available in twelve sizes from 1 million to 6.33 million Btu's per hour (300 to 2000 kW), and are suitable for firing with gas, oil or dual fuel.

The Windsor boiler is an all-welded cylindrical mild steel unit of a three pass reverse flow furnace design, completely insulated, clad in sheet metal, and fully packaged on a two cradle base.

Particular features include a return water distributor which minimises internal temperature differences, easy access to the burner control and furnace, and a hinged front door which allows complete access to furnace, tube ends, and nozzles for cleaning and maintenance.

This boiler is capable of consistent operation at gross thermal efficiencies of 80-82 per cent. A complementary Windsor range, suitable for steam applications, in twelve sizes from 990 to 6800 lb/hour (450 to 3000 kg/hour) is also available.

TELEVISION

Analyses distortion

CONTINUOUS ANALYSIS of distortion introduced into up to 21 television picture signal parameters by the transmission chain is provided by a Philips insertion test-signal analysis system introduced by Pye Unicam of Cambridge.

Known as the Philips PM 5575, the system is intended for use primarily in TV switching centres, transmitter stations and by broadcast authorities. It can be employed equally well with monochrome and colour systems, and its measurements conform to anticipated EBU standards.

The system is designed to meet the growing demand for "in transmission" analysis of TV picture signal sources, such as studio equipment and transmission lines. It basically analyses distortion introduced into test signals that have been inserted into the picture signal at the program-signal source, video-switching centres, or transmitters. These insertion signals are then extracted from the picture signal further along the transmission chain and permit analysis of any type of distortion introduced.

COMPUTERS

Big network continues to expand

CRC is opening its latest regional office in Glasgow on October 1. The CRC Group—Cybernet Time Sharing, SCAN and Cybernetics Research Consultants—already has offices in Manchester and Birmingham as well as headquarters and computer complexes in London and Slough. The Glasgow office, in the city's commercial centre at Blythswood Square, is the first in a planned series of nine new offices.

These offices, decided on by CRC 18 months after going to Manchester and Birmingham will complete a national service. The basis of this regional policy is a greatly extended multiplexing network. CRC has now placed an order with the Post Office for 1,532 miles of high-speed data lines which will provide 26 separate circuits in a country network.

Based on Case ADS 670 time division multiplexers, the network will provide dial-up facilities at 13 centres. A total of 195 dial-up telephone ports will be available into the Group's Sigma 9 and Univac 418 computers. Added to this they already have 134 private lines direct to customer premises, totalling 4,500 miles, which will link into the network. When complete this will be the largest commercial time division network in Europe, to be completely installed by July 1974, when each centre will be supported by a local CRC office.

METALWORKING

Cuts cost of stamping

A NEW concept in the pressing of circular metal stampings offers cost and material savings over traditional production methods of up to 18 per cent. For example, steel drum makers can get up to 12 per cent more drum ends per ton of steel sheet.

The technique has been developed by Moon Brothers of Beaufort Road, Birkenhead, one of Europe's largest manufacturers of drum, can and silencer-making machinery and special purpose, automated sheet metal working equipment. It offers substantial cost advantages which can be applied to a wide range of industries, where quantity production is required of items which include hub caps and wheel trims, domestic holloware, components for domestic and industrial appliances such as washing machines, and drum ends.

The development is based on the idea of using coil stock of a width to permit staggered blanking, instead of using sheet material. Staggered blanking

minimises waste material giving simple crank arrangement to give staggered blanking of two discs. Movements of the feed are completely positive and a special anti-back lash device ensures accurate positioning of the coil end, under the blanking die permitting minimum scrap width and constant feed accuracy. The feed grips are air operated through a mechanical linkage giving an extremely powerful and accurate grip. A spray nozzle provides localised lubrication on both sides of the sheet in the cut and draw area.

A second approach, designed for smaller stampings of between 6 inches and 17 1/2 inches diameter, produces scroll-cut sheets which permit the subsequent pressing of three or more discs from each coil width, depending on the blank diameter and coil width.

A newly-developed machine, in conjunction with a gripper feed, motorised take-off conveyor and a new double station stacker for each stroke of the press, by a scroll-cut sheets.

ENVIRONMENT

Keeping the pitch green

TROUP BYWATERS and Anders, consulting services engineers, have designed a new pitch irrigation system for the Stamford Bridge grounds of Chelsea Football and Athletic Club as part of the First Division Club's stadium redevelopment plans.

The system is likely to be fully operational by the end of this winter, in time for the ensuing drier months—the period most critical in maintaining optimum pitch condition.

Basically, the irrigation system comprises a series of slim, cylindrical units each fully recessed into the turf and each embodying a "head"—housing twin nozzles—that is raised from the unit some 60mm from the surface. Raising is achieved by the pressure of water, the same pressure resulting in the "head" spinning to provide a sufficient spray distribution of water over the pitch.

Distribution pipes will be positioned 300mm below ground level to avoid any freezing or the need for a draindown system, while overall control of the irrigation system will be from a remote control panel.

This boiler is capable of consistent operation at gross thermal efficiencies of 80-82 per cent. A complementary Windsor range, suitable for steam applications, in twelve sizes from 990 to 6800 lb/hour (450 to 3000 kg/hour) is also available.

The sheets are available from the Association, free of charge, at Chamber of Commerce House, P.O. Box 360, 75, Harborne Road, Birmingham B15 3DH.

The dams are being installed by the Flexible Structures Division of John Hudson (Birmingham) Ltd licensee from the National Research Development Corporation. Known as the "Portadam", each dam consists of a simple array of steel-T-pieces, covered with a coated fabric.

Hard-pressed as the River Boards are by pollution and other problems, they do their utmost to maintain waters in optimum conditions for fish to flourish and breed.

Mr. A. S. Grater, Deputy Fisheries and Pollution Inspector of Avon and Dorset River Authority, commented: "We have had quite serious problems on the River Allen. This is a small chalk stream holding a very good head of brown trout but in recent years the water has fallen to a very low level during the summer months. This has occasioned quite a lot of complaints from the owners of these valuable fisheries. To try to help them out of some of their difficulties the Authority has installed seven Portadams over a distance of three or four miles.

"The dams appear to be very effective in that they give a very nice, bubbling pool on the upstream side and a healthy flow of oxygenated water on the downstream side."

The dams can readily be transported and installed in a few hours by unskilled labour without any preparation of the site and removed later so as to leave no trace behind.

Further information from: John Hudson (Birmingham), Flexible Structures Division, 3, Armstrong Lane, Brockenhurst, Hants.

Portable fabric dams

A PORTABLE fabric dam, whose design is based on hovercraft skirt techniques, could be an answer to the problem of maintaining constantly fresh, deep water in which fish can flourish and breed.

The dams are being installed by the Flexible Structures Division of John Hudson (Birmingham) Ltd licensee from the National Research Development Corporation. Known as the "Portadam", each dam consists of a simple array of steel-T-pieces, covered with a coated fabric.

Hard-pressed as the River Boards are by pollution and other problems, they do their utmost to maintain waters in optimum conditions for fish to flourish and breed.

Mr. A. S. Grater, Deputy Fisheries and Pollution Inspector of Avon and Dorset River Authority, commented: "We have had quite serious problems on the River Allen. This is a small chalk stream holding a very good head of brown trout but in recent years the water has fallen to a very low level during the summer months. This has occasioned quite a lot of complaints from the owners of these valuable fisheries. To try to help them out of some of their difficulties the Authority has installed seven Portadams over a distance of three or four miles.

"The dams appear to be very effective in that they give a very nice, bubbling pool on the upstream side and a healthy flow of oxygenated water on the downstream side."

The dams can readily be transported and installed in a few hours by unskilled labour without any preparation of the site and removed later so as to leave no trace behind.

Further information from: John Hudson (Birmingham), Flexible Structures Division, 3, Armstrong Lane, Brockenhurst, Hants.

The dams are being installed by the Flexible Structures Division of John Hudson (Birmingham) Ltd licensee from the National Research Development Corporation. Known as the "Portadam", each dam consists of a simple array of steel-T-pieces, covered with a coated fabric.

Hard-pressed as the River Boards are by pollution and other problems, they do their utmost to maintain waters in optimum conditions for fish to flourish and breed.

Mr. A. S. Grater, Deputy Fisheries and Pollution Inspector of Avon and Dorset River Authority, commented: "We have had quite serious problems on the River Allen. This is a small chalk stream holding a very good head of brown trout but in recent years the water has fallen to a very low level during the summer months. This has occasioned quite a lot of complaints from the owners of these valuable fisheries. To try to help them out of some of their difficulties the Authority has installed seven Portadams over a distance of three or four miles.

"The dams appear to be very effective in that they give a very nice, bubbling pool on the upstream side and a healthy flow of oxygenated water on the downstream side."

The dams can readily be transported and installed in a few hours by unskilled labour without any preparation of the site and removed later so as to leave no trace behind.

Further information from: John Hudson (Birmingham), Flexible Structures Division, 3, Armstrong Lane, Brockenhurst, Hants.

The dams are being installed by the Flexible Structures Division of John Hudson (Birmingham) Ltd licensee from the National Research Development Corporation. Known as the "Portadam", each dam consists of a simple array of steel-T-pieces, covered with a coated fabric.

Hard-pressed as the River Boards are by pollution and other problems, they do their utmost to maintain waters in optimum conditions for fish to flourish and breed.

Mr. A. S. Grater, Deputy Fisheries and Pollution Inspector of Avon and Dorset River Authority, commented: "We have had quite serious problems on the River Allen. This is a small chalk stream holding a very good head of brown trout but in recent years the water has fallen to a very low level during the summer months. This has occasioned quite a lot of complaints from the owners of these valuable fisheries. To try to help them out of some of their difficulties the Authority has installed seven Portadams over a distance of three or four miles.

"The dams appear to be very effective in that they give a very nice, bubbling pool on the upstream side and a healthy flow of oxygenated water on the downstream side."

The dams can readily be transported and installed in a few hours by unskilled labour without any preparation of the site and removed later so as to leave no trace behind.

Further information from: John Hudson (Birmingham), Flexible Structures Division, 3, Armstrong Lane, Brockenhurst, Hants.

The dams are being installed by the Flexible Structures Division of John Hudson (Birmingham) Ltd licensee from the National Research Development Corporation. Known as the "Portadam", each dam consists of a simple array of steel-T-pieces, covered with a coated fabric.

Hard-pressed as the River Boards are by pollution and other problems, they do their utmost to maintain waters in optimum conditions for fish to flourish and breed.

CRELLON HOLDINGS LIMITED

	1973	1972
Turnover	£7,685,460	£5,086,135
Trading Profit	311,936	205,113
Less:		
*Loan Stock Interest	29,119	32,800
Profit Before Taxation	282,817	172,313
Profit After Taxation	153,817	106,205
Proposed Dividend of 14%	42,000	—
Earnings per Share	6.2p	5.2p
*Loan Stock repaid January 1973		

Highlights from the statement to shareholders by Chairman, Mr. Victor Greer, at yesterday's Annual General Meeting

This year has been one of great importance and significant progress for the Company. Sales have increased by 51% and the net profit, before loan stock interest and tax, by 52%. This profit amounts to £312,000 against £290,000 forecast in our prospectus.

Superlamp Metallic — The Electrical Division

This group of companies, which comprises by far the largest division in our Company, has had another successful year. The Electrical Division has extended its coverage of the country by opening five new branches and moving six existing branches into new premises, making a total of twenty-four branches. Included in this total are three companies acquired during the year.

E.G.S. and L.S.T. — The Electronic Component Division

These two companies were acquired during the

last two years. Current results and prospects are excellent.

The Coming Year

Our profits should show a further substantial increase this year on last year, subject always to circumstances outside our control.

Our policy is to continue to expand in industrial distribution for which the Board considers the prospects are most promising.

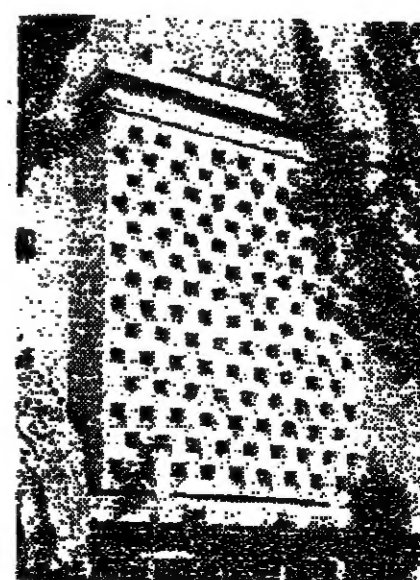
New Division

Since my Report, we have agreed to acquire the P.D.M. Group, a leading plumbers' merchants business in Scotland. I feel this acquisition will be a most valuable addition and consider that P.D.M. will complement the existing divisions of the Group.

Copies of The Chairman's Report may be obtained from The Secretary, Crellon Holdings Limited, Superlamp Metallic House, 62 London Road, Staines, Middlesex, TW18 4HH.

IN TEHRAN

Sheraton has a new hotel only 10 minutes from downtown.



Stay at the convenient Arya-Sheraton Hotel. Located in picturesque North Tehran, overlooking the city and the Alborz Mountains. Only a 10 minute drive from downtown. And 15 minutes from the airport.

Olympic size pool. Dining and dancing in the beautiful rooftop Paeon Club with its fantastic views of the city. Complete meeting facilities including two ballrooms with seating capacities for 1,000 and 1,200. Lobby shopping arcade with banking, travel agency and car rental services and Iranian handicrafts shop.

For reservations in the United Kingdom, ask operator for Freefone 2067. In Paris, call 235-42-63. In Frankfurt, call 29-22-15. In Brussels, call 12-20-78. In Düsseldorf, call 1-40-51. In Hamburg, call 34-44-45. In Amsterdam, call 29-63-65. In Madrid, call 222-6367. In Milan, call 65-00-47.

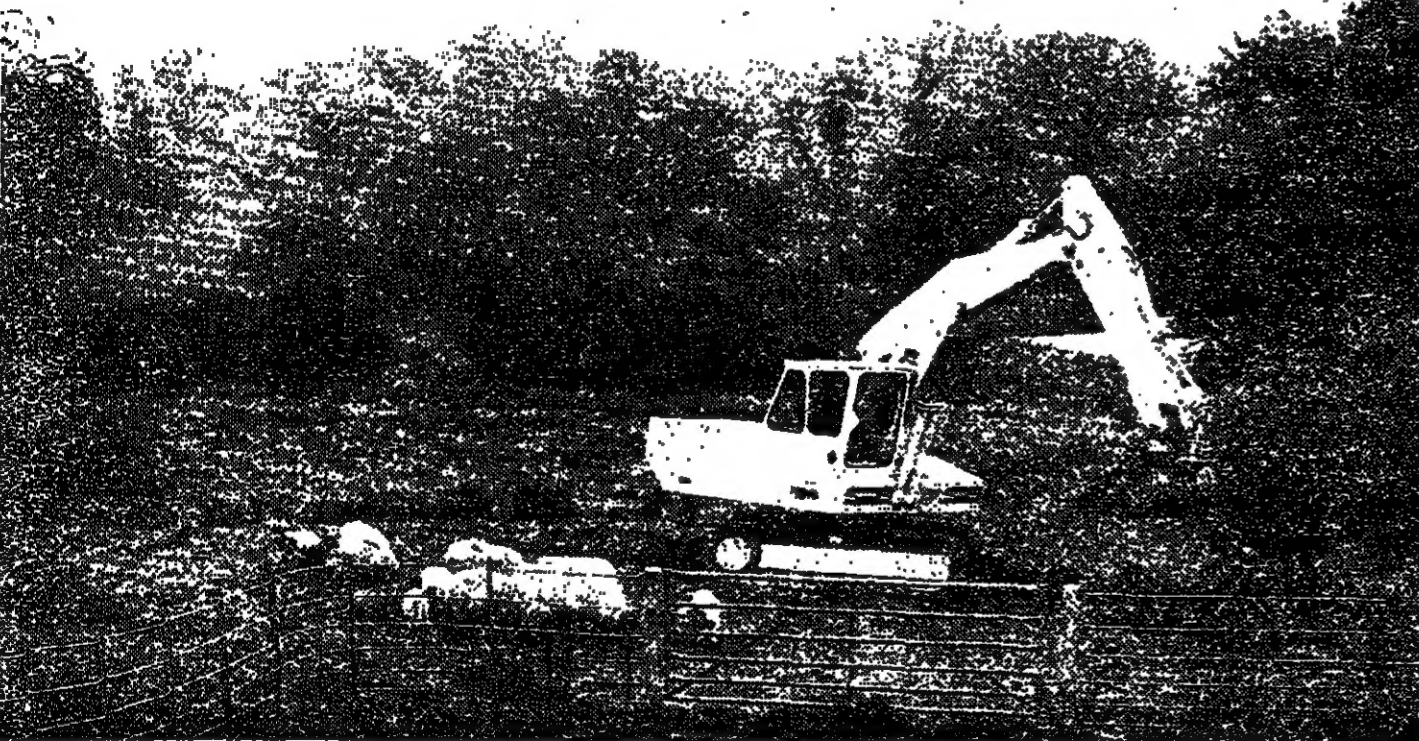
Or have your travel agent call.



Arya-Sheraton Hotel

SHERATON HOTELS & MOTOR INNS, A WORLDWIDE SERVICE OF I.T.T. AVENUE PAHLAVI AT BIJAN, TEHRAN, IRAN. TELEPHONE 68,30,21

*Based on Rls 1295 - Rls 1830 including service charge.



The environment—everyone's responsibility, particularly ours.

Earthmoving equipment plays a major role in building our future. But it can also have a destructive effect on the environment it is helping to create. Wherever earthmoving equipment is at work, you'll inevitably find excess noise and pollution.

J. C. Bamford Excavators, one of the world's leading manufacturers of earthmoving equipment, has accepted its responsibility to eliminate these problems. For many years, even before noise and pollution were acknowledged dangers, all JCB products have been the subjects of intensive environmental programmes.

A sound programme has reduced noise far below the levels of proposed government legislation.

An anti-pollution programme has produced a revolutionary new exhaust system which eliminates those choking clouds of diesel fumes.

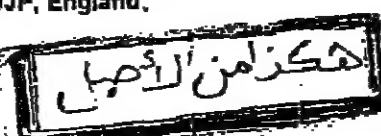
A safety programme has enabled JCB products to surpass even the most stringent of international safety laws. Not to mention that inside the ergonomically designed safety cabs a JCB operator experiences saloon car comfort.

JCB excavators: quiet, clean and safe—more than just diggers.



JCB 'Workforce to the World'

For the JCB profile write to Jim Harrison, Marketing Director, (Dept. FT2), J. C. Bamford Excavators Limited, Rocester, Staffs., ST14 5JP, England. Telephone: Ulltuxeter (088 93) 3121



GARDENS TODAY

Flowers with long seasons

ROBIN LANE FOX

WALLER the space in a the better the use of it. In a week, the of its time. An often as a cherry tree drops its petals, the lower only feature for a small garden, yet a cherry tree's boring clump of plain green for the rest of the season.

ment of a name like chier canadensis would just gardeners shy away but this ordinary small now as the Snowy (one obscurely after) is to my mind better than a cherry, though it has been popular. A if small white flowers, a favourable year, then autumn colour, equal brightest of Canadian. Now, we all like our berry-trees better, prob- the mistaken hope that it one day eat its fruits, ought to judge a plant season, not only by its relations.

it study

business of time can only ight only by patient and study. Gardeners can no guide or book for th of any one flower's the Swedish botanist did once plant a gar- the model of a clock a different flower would each hour of the day experiments have never ended more usefully, see, Evening Primrose t beautiful annual, the of Fern, were all part wed's clock garden but them retains its flowers e than two days. Back personal observation.

re as well to consider, when arising a herbaceous plants. If d a true blue flower, inches or two feet high, t you would pick that k Veronica called 'True ich belongs with the

Long lasters

Not so the bright blue per- nial Flax, called Lunum Narbon- nense: this is a slender, spidery plant which I associate with spidery sunny gardens, but its lovely flowers keep opening for three successive months and its thin stems do sway gracefully in the wind. More value, here, than in the true blue Veronica, and if you enjoy dead-heading, the anxious gardener's best therapy, as much as I do, then the flax will respond to your efforts by lasting even longer.

On the further edges of the blue spectrum, the area I call nurserymen's blue, there are some conspicuous long lasters, three of which I would not be without. Instead of the common purple border Salvia, the gardener who prizes time should plant the smaller form called May Night which begin to flower in May, stops in July for dead- heading, then starts again from the axils of the leaves in August.

Or he could consider a slate- blue Campanula called Burg- halti, also about two feet high and my plant of the year so far: this abundant and obliging plant will delight you with hanging tub-shaped flowers of this sociable colour from June till late August. Only a pale mauve- blue Penstemon, pinkish in the bud and round the mouth of its tubular flowers, can outdo this: the ordinary Asarum form lasts as long, as long as it responds to dead-heading from mid-May right through the summer.

The whole Penstemon family, not so tender as timid gardeners suspects, should be well-repre-

sented in a long-lasting border: I could imagine an easy front grouping of a reddish Penstemon called Firebird whose flowers like all products with a name insist on their merits, are not really as fiery as you might think, combined with the prettiest of the smaller wild Geraniums called Buxtons Blue which is looking its coolest and clearest at the moment after a summer season of interest. Very different, of course, from the bright mauve purple Cranes- bills of June, such as Geranium Grandiflorum, which have nothing to promise now except the reddish autumn tints of their dying leaves, gay though this neglected feature can be.

Away from the blues and purples the long service medal must surely go to a free-flowering white Viola called Cornuta Alba which is the answer to almost any gap or doubt. Its mauve form is not to my taste, but the white one, even in shade, can be left to trail between clumps of more solid favourites or even trained over a short-lived neighbour, an Oriental Poppy, for example, which makes such a fuss and bother with its opulent flowers for one week only, then collapses into black fly, shrivelled leaves and unforgivable ugliness.

The Viola, which begins in May, will still be going strong with a second burst in autumn: you can cut it back, haul it up to a height of a foot or two or leave it flat to seed itself and multiply, though it is not an annual. Grouped near the green flowered Corsican Hellebore whose flowers will often last from January to April, it gives you a point of interest on which you can rely for most of the year.

Choice to make

There is much more to be said, noticed and practised here, from such elementary advice as the fact that double flowers generally last longer than single flowers to the complicated effects of weather and latitude on the season of any one flower. It seems to me, for instance, that white Viola called Cornuta Alba tend to last longer, perhaps because they are visited by bees, above all, for pollination; it also seems that the longest lasting flowers are not always the most beautiful, for a worthy Penstemon can never compete with a bright blue and brief-lived Chilean Crocus. A gardener must to choose, often between brief beauty and long service, but he must be aware that the choice is there to be made.

مركز العمل

Fuji Bank.



Here, There, Everywhere.

Fuji Bank has gone international. With offices in all of the world's major financial centers.

For help with international banking, from overseas remittances to syndicated loans, please contact the Fuji Bank office nearest you.

In Europe, North America, South America, South East Asia, Oceania and Japan, Fuji Bank means business.

—London—Düsseldorf—Zurich—New York—Los Angeles—Toronto—Sao Paulo—Hong Kong—Singapore—Jakarta—Seoul—

FUJI BANK
C.P.O. Box 148, Tokyo, Japan

● London Branch: Salisbury House, Finsbury Circus, London E.C. 2P 2JH. Tel. 628-0601—5 / ● Düsseldorf Branch: Immermannstrasse 3-5, Düsseldorf. Tel. 353778 / ● Subsidiary: Fuji Bank (Schweiz) AG, Zurich / ● Associate: JAPAN INTERNATIONAL BANK LIMITED, London.

APPOINTMENTS

Executive changes
Stone Platt

G. Buckley, the finance director of STONE PLATT INDUSTRIES, has been appointed to succeed E. G. Smalley as director of the machinery division from January 1.

Mr. R. W. Ross, director of the LIFE OFFICES ASSOCIATION, is to retire at the end of the year after over 23 years as chief executive. Mr. T. R. M. Oppen will become secretary-general and Mr. B. R. Chandler will be secretary.

Mr. A. C. Lockhead and Mr. H. Godfrey are retiring from the Board of COATS PATONS at the end of this year and on February 28 respectively.

From the beginning of next month Mr. W. R. Henry is to be a director of Coats Patons (U.K.). Mr. R. A. Pynn a director of Puskis and Mr. C. J. Wansford, managing director of J. and P. Coats (U.K.).

On January 1, Mr. C. Michael Bell will become managing director of J. and P. Coats Ltd. and Mr. W. A. Ridgwood joins the Board of Needle Industries Group.

Mr. Robert Lockwood has been appointed assistant to the managing director of VALKENHILL MOTORS. Mr. Lockwood has been associated with General Motors since 1959 and in 1968 became manager of planning and development for General Motors overseas operations in New York.

Mr. R. L. Harrington has been appointed a managing director of EDWARD WEIS AND SONS (WORCESTER) to assist Mr. A. G. Foley, the present sole managing director.

Mr. David Black and Mr. John Ford have been appointed directors of the LONDON MERCANTILE GROUP. Mr. Black was formerly a director of Burton and Texas Commerce Bank and Mr. Ford is the manager of London Mercantile Corporation.

William G Hogarth
lives on page 13.

Hogarth lived and worked in London, and had a studio in Chiswick. He died in 1764, aged 67, and is buried at Kew.

Today, his self-portrait 'The Painter and his Pug' appears in colour on page 13 of this newspaper, as one of a series of paintings being reproduced for you by Loyds Bank.

With 'Landscape' by Paulus Potter, 'St Pancras Hotel and Station from Pentonville Road' by John O'Connor, and 'Old Battersea Bridge' by Whistler, it forms a portfolio of fine art prints which will be sent to you free of charge if you write to:

Head of Public Relations,
Loyds Bank Limited, Head
Office, 71, Lombard Street,
London EC3P 3BS.

Datsun's Executive range: lets you look like
a Managing Director and leaves you enough
money to live like one.

Chosen carefully for the British market, from more than twenty luxury saloons produced by Nissan-Datsun in Japan, there are three distinctively different models in the new Datsun executive range.

They are the Laurel, the Skylark and the 260C. All of them lean, handsomely designed cars offering high standards of comfort and luxury.

Both the Skylark and the 260C have 6-cylinder engines derived from Datsun's famous 240Z sports car. An advanced design which has proven its reliability in many international competitions including three outright wins in the tough East African Safari Rally.

The Laurel's engine, a robust 2-litre, is another very reliable Nissan unit developed from much intensive engineering research and experience.

And complementing the reliability of the cars there are surprisingly low running costs.

No matter what your needs are in the luxury car

market, one of the Datsuns will suit them perfectly.

If you're a family man looking for a spacious, comfortable saloon (100 m.p.h.) then the Laurel is probably for you. Should you prefer a sporting saloon, then the Skylark (115 m.p.h.) is a car to give you all the enjoyment you're looking for.

Then again, if you have chairman-like tendencies, Datsun's limousine, the 260C, will more than take care of you (even at 105 m.p.h.).

One way and another you won't find any other cars in the class to match the new Datsun executive range.

Because apart from their very businesslike prices, you will find an enormous list of equipment built into every car (and its price) that adds real emphasis to the claim that the new Datsuns are truly luxury cars.

So if you are a successful businessman with standards to keep up, check out the specifications below and then see your nearest Datsun dealer for the complete story.

The Datsun Laurel: a large, comfortable,
luxuriously equipped family saloon.

2 litre engine, 114 b.h.p. (S.A.E.), 100 m.p.h., 26 m.p.g. on 3-star petrol.

Equipment:
Full flow heating and ventilation with 3 speed blower.
Adjustable reclining front seats.
Adjustable head restraints.
Dual circuit, power assisted brakes.
Front disc brakes. Rear brake anti-lock valve.
Long life cooling system with anti-freeze.
Radial ply tyres.
All round tinted glass. Metallic paint.
Central fuse box.
Anti-roll bar.
Electric screenwash. 2-speed wipers.
Alternator.
Steering lock. Locking fuel cap cover.
Burst proof door locks.
4 headlights. Reversing lights.
Hazard warning lights. Ignition keyhole light.
Self sprung boot lid. Boot light.
Interior bonnet release.
Side indicator repeaters.
Grab handles and padded armrests.
Centre console armrest with glove box. Coin tray.
Lockable glove compartment. Trip recorder.
Handbrake warning light.
Safety breakaway rear-view mirror.
Push button radio.
Zone-toughened windscreen. Heated rear window.
Anti-glare dash.
Cigar lighter. Electric clock. £1,799

The Datsun Skylark: for sports car
performance in a luxury saloon.

2.4 litre, 6 cylinder engine, 130 b.h.p. (S.A.E.), 115 m.p.h., 25 m.p.g. on 3-star petrol.

Equipment:
Full flow heating and ventilation with 3 speed blower.
Adjustable reclining front seats.
Adjustable head restraints.
Dual circuit, power assisted brakes.
Front disc brakes. Rear brake anti-lock valve.
Long life cooling system with anti-freeze.
Radial ply tyres.
All round tinted glass. Metallic paint.
Central fuse box.
Anti-roll bar.
Electric screenwash. 2-speed wipers.
Alternator.
Steering lock. Locking fuel cap cover.
Burst proof door locks.
4 headlights. Reversing lights.
Hazard warning lights. Ignition keyhole light.
Self sprung boot lid. Boot light.
Interior bonnet release.
Side indicator repeaters.
Grab handles and padded armrests.
Centre console armrest with glove box. Coin tray.
Lockable glove compartment. Trip recorder.
Handbrake/low brake fluid warning light.
Safety breakaway anti-dazzle rear-view mirror.
Push button radio. Laminated windscreen.
Heated rear window with warning light.
Cigar lighter.
Electric clock with second hand.
Fully independent suspension.
Adjustable steering column.
Rev. counter. Ammeter.
Stainless kick plates on all doors.
Map pockets (behind front seats).
Driver's door mirror. Glove compartment light. £1,997

The Datsun 260C: the top car for the
top executive.

2.6 litre, 6 cylinder engine, 140 b.h.p. (S.A.E.), 105 m.p.h., 21 m.p.g.

Equipment:
Full flow heating and ventilation with 3 speed blower.
Reclining front seats. Height adjusting driver's seat.
Adjustable head restraints (front). Fixed head restraints (rear).
Dual circuit, power assisted brakes.
Front disc brakes. Rear brake anti-lock valve.
Long life cooling system with anti-freeze.
Radial ply tyres.
All round tinted glass. Metallic paint.
Central fuse box.
Anti-roll bar.
Electric screenwash. 3-speed wipers.
Alternator.
Steering lock. Locking fuel cap cover.
Burst proof door locks.
4 headlights. Reversing lights.
Hazard warning lights. Ignition keyhole light.
Interior boot release. Self locking boot.
Self sprung boot lid. Boot light.
Interior bonnet release.
Side indicator repeaters.
Grab handles and padded armrests.
Centre console armrest with glove box. Coin tray.
Lockable glove compartment. Trip recorder.
Handbrake/low brake fluid warning light.
Safety breakaway anti-dazzle rear-view mirror.
Push button radio with station control for rear passengers.
Twin horns.
Laminated windscreen.
Heated rear window with automatic time switch.
Anti-glare dash. 2 Cigar lighters.
Electric clock with calendar and sweep second hand.
Electric aerial.
Low fuel warning light.
Map pockets (behind front seats). Map lamp.
Safety step lights on rear doors.
Wing mirrors. Centre armrest for rear seats.
Stop light failure warning device.
Collapsible steering column.
Under bonnet light. £2,289

NISSAN NISSAN MOTOR CO. LTD.

Datsun U.K. Limited, Datsun House, Worthing, Sussex. Tel: Worthing 204447. London Showroom: Datsun Baker Street, 66 Baker St., London W.1. Tel: 01-487 4827.



Mr. Moneybags and his Pug William Hogarth 1697 - 1764

Lloyds Bank

Business is our life
but life isn't all business

Recognition dispute threat to 1,500 at Kodak plant

BY NOEL HOWELL, LABOUR REPORTER

KODAK'S FILM processing division at Hemel Hempstead was brought to a halt yesterday as the Association of Cinematograph, Television and Allied Technicians escalated industrial action in their 12-week-old recognition and pay dispute.

Up to 1,500 workers, mostly women, face being made idle. The processing of colour film—already badly hit by the ACTT work-to-rule action over the last 12 weeks in the peak holiday season—has been halted.

Yesterday's shutdown came when ACTT members refused to supply chemicals to processing machines worked by members of the recognised "house" union, the Union of Kodak Workers, who have not been involved in the dispute and who have ignored the work-to-rule.

Forced with a counter-threat by the UKW to retaliate by blacking film processed by the working-to-rule ACTT members, the company decided to avoid a confrontation by shutting down the colour slide processing department. This led to a sympathy stoppage by ACTT members working on colour print processing.

The day shift was stood down, the workers spent the rest of the day idle at the factory.

The ACTT dispute originated in a claim for extra money for handling new processing machinery, but the major issue has been the union's claim for recognition at Kodak, where at present only the house unions—the UKW and the Kodak Senior Staff Association—are recognised.

Six TUC unions, including ACTT, are seeking recognition at Kodak. The Department of Employment conciliation service is trying to break the deadlock in the recognition talks between the TUC unions, the company and the UKW.

The department conciliator met the TUC unions last week, and is due to meet the UKW today.

The company was awaiting developments on yesterday's night shift before making a decision on whether to try to restart processing. Kodak expected to see the UKW today, and the ACTT is simultaneously pressing the company to reverse its earlier decision and meet it to discuss recognition, even though the Department of Employment conciliation attempt continues.

Union ordered to call off strike

SIR JOHN Donaldson, president of the National Industrial Relations Court, yesterday stepped in to end a brewery strike. He ordered the Transport and General Workers' Union to call off by mid-day today a strike against Davenport CB and Brewery (Holdings), of Birmingham.

The court had heard that for 11 days about 40 union members employed by the company had been picketing its gates and preventing deliveries of essential supplies.

Sir John said that behind the present dispute was a long-standing attempt by the TGWU to get bargaining rights at the brewery. It had now been agreed by both sides that that was a matter which should be referred for investigation by the Commission on Industrial Relations.

The sacking of a worker who called an unofficial strike was upheld by a Birmingham Industrial Tribunal yesterday when it threw out a claim for unfair dismissal brought by Mr. Gerard Lynch, a former shop steward.

Mr. Lynch, of Smethwick, had asked the tribunal to reinstate him in his job at Bradford's

Bakeries, West Bromwich, Staffs, and claimed he had not called a strike but that it was the free choice of bakery workers.

The tribunal, however, ruled that he had done so and that his dismissal was not unfair. Mr. Robert Chapman, the chairman, said: "The fact that he took this action while the agreed grievance procedure was still not exhausted shows that he regarded himself as being above the national executive of his union."

Stoke council studies plan to save plant

By Our Own Correspondent

STOKE, Sept. 25. STOKES-ON-TRENT City Council is studying the possibility of investing in Shelton Iron and Steel works to prevent its closure and save 3,000 jobs.

In a move suggested at a special meeting to-day between the Shelton action committee and the city council, the council may promote a private Parliamentary Bill to enable it to run the works jointly with the British Steel Corporation.

Councillor Bob Cant, who has been helping the action committee, said: "We are going to examine the degree to which the council can get involved in the steel works. We want to see if we can arrange a joint venture between the council and British Steel, which would be something unique in this country."

"It would need millions of pounds to run the plant, but all sorts of things have been done in the last few years which some time ago would not even have been considered."

The meeting also decided to appoint a council officer for liaison with the action committee and a publicity campaign to save the works. Mr. Ted Smith, chairman of the action committee, said: "This is fabulous. All the lads are unanimous that we have now forged a link in steel between us and the council, which is most vital."

The British Steel Corporation said that it had no knowledge of the proposal.

Dublin suggests a three-tier Council of Ireland

BY DOMINICK J. COYLE

THE IRISH Government's proposals for an All-Ireland Council, designed to link Dublin with the new Executive in Belfast as part of an overall political settlement in Ulster, are understood to suggest a three-tier structure which would operate at executive, parliamentary and administrative levels.

The Irish and British Governments have already exchanged papers outlining their views on the nature, scope and functioning of such a council, and there are likely to be early meetings between officials in attempts to expand these proposals and to smooth over differences.

One important element yet to be discussed in any detail is the nature and form of the British Government's representation on the council. Mr. Edward Heath made it clear in his recent talks here with Mr. Liam Cosgrave, the Irish Prime Minister, that Whitehall did have very specific interests in the whole matter.

These interests include, in particular, a British financial participation to Northern Ireland, European questions (such as regional policy) involving London and Dublin within the EEC and, of course, the entire field of security, including policing in the province, which is now a direct Westminster responsibility.

Detailed Anglo-Irish discussions to resolve these and other matters associated with the proposed council are unlikely to begin until there is some positive indication that at least three of the Northern political parties (the official Unionists, the Social Democratic and Labour Party, and the Alliance) will agree to come together to form a new executive in Belfast.

Officials here are optimistic

that a preliminary indication whether such an agreement will be forthcoming can be expected by the end of this week. It is thought Mr. William Whitelaw, the Secretary for Northern Ireland, has now embarked on the delicate task of bringing the three parties together.

Dr. Garrett Fitzgerald, the Irish Foreign Minister, made it clear in his address to the United Nations General Assembly in New York last night that his Government envisaged equal representation for Dublin and Belfast on the executive of the proposed council, although he noted in passing that Northern Ireland had only half the population of the Republic.

Having indicated that there was now broad Anglo-Irish agreement on the best way forward towards a political settlement in Ulster, the Minister emphasised that his Government did not seek to impose, or to have imposed, on the people of the North any solution unacceptable to a majority there.

Mr. Brian Faulkner, the former Prime Minister and leader of the official Unionists, said on the Irish State radio here to-day that Dr. Fitzgerald's remarks provided a much happier atmosphere between North and South than any that existed under the previous Dublin government.

He regarded the UN speech as "very helpful," but added that he still did not see it as a sufficient undertaking on the position of the majority in the North. That, he said, came from Mr. Cosgrave.

The Rev. Ian Paisley, who is expected to lead many of his supporters across the border into the Irish Republic to

Goods stolen in transit up by 19%

By Lorne Barling

THE VALUE of goods stolen in transit during the first half of this year increased by 19 per cent, to total £1.5m., the British Insurance Association reported yesterday.

The association said trends in recent years had continued, with an increase in household losses but an overall decline in losses from commercial and industrial premises.

Total losses for the half-year at £1.5m. were slightly down on last year's £1.2m., but there were wide variations in the different categories. Losses of household policies rose by 7 per cent, to £4.8m., and losses of all risks policies went up by 1 per cent, to £2.1m.

Losses from commercial and industrial premises dropped 1 per cent, to £2.3m., and economy policies by 31 per cent to £1.1m.

"This reflects the success of the police and the efforts of insurance companies to reduce these types of losses whereas they are not able to exert the same influence on individual householders," the association said.

National journalists to press for £20 more

JOURNALISTS' NEGOTIATORS are understood to have agreed on a £20 a week claim for 3,400 national newspaper journalists in London and Manchester.

The claim will now go before the National Union of Journalists' executive for formal endorsement before being presented to the Newspaper Publishers Association.

The £20 a week claim was originally submitted by the union's Central London branch—the biggest involved—and has now been adopted by a joint meeting of rank and file negotiators and the union's wages committee.

The meeting agreed to press for the claim to be met from January 1, to the date the current 18-month, two-stage deal was due to expire. However, this could bring the union into conflict with Government pay policy which would not—under Phase Two rules—allow another rise for national newspaper journalists until next July, 12 months after their last rise.

The NUJ is also to seek in a 13-month agreement a sixth week's holiday, a cost-of-living linked "escalator" clause, a shorter working week and £300 service increments for journalists with two, four and eight years' experience on a newspaper. A central London call for a £350 a year London

Welsh miners urge ban on overtime

LEADERS of the 37,000 South Wales miners have brought further pressure on the National Union of Mineworkers yesterday to ban overtime in support of a national wage claim for rises of up to £13 a week.

Their decision, announced by Mr. Dai Francis, the South Wales miners' general secretary, follows a call for an overtime ban from Yorkshire miners. Nottinghamshire and Derbyshire miners are urging a ban on night-shift working.

The NUM national executive will consider the calls for action when it meets next month after Board's reply to its pay claim.

Closed shop agreement order covers actors

BY OUR LABOUR CORRESPONDENT

THE NATIONAL Industrial Relations Court has made its second approved closed shop order under the Industrial Relations Act.

The order confirms closed shop agreements for actors in the theatre, films and independent television. It follows a joint approach from Equity, the actors' union, and the various employers' associations.

The Commission on Industrial Relations reported in favour of the actors' closed shops, and the NIRC gave three months for objectors to seek a ballot over the issue. The three months has elapsed with no application for a ballot, and the special closed shop proposals have now been approved.

Last year the NIRC confirmed an approved closed shop for merchant seamen after a joint

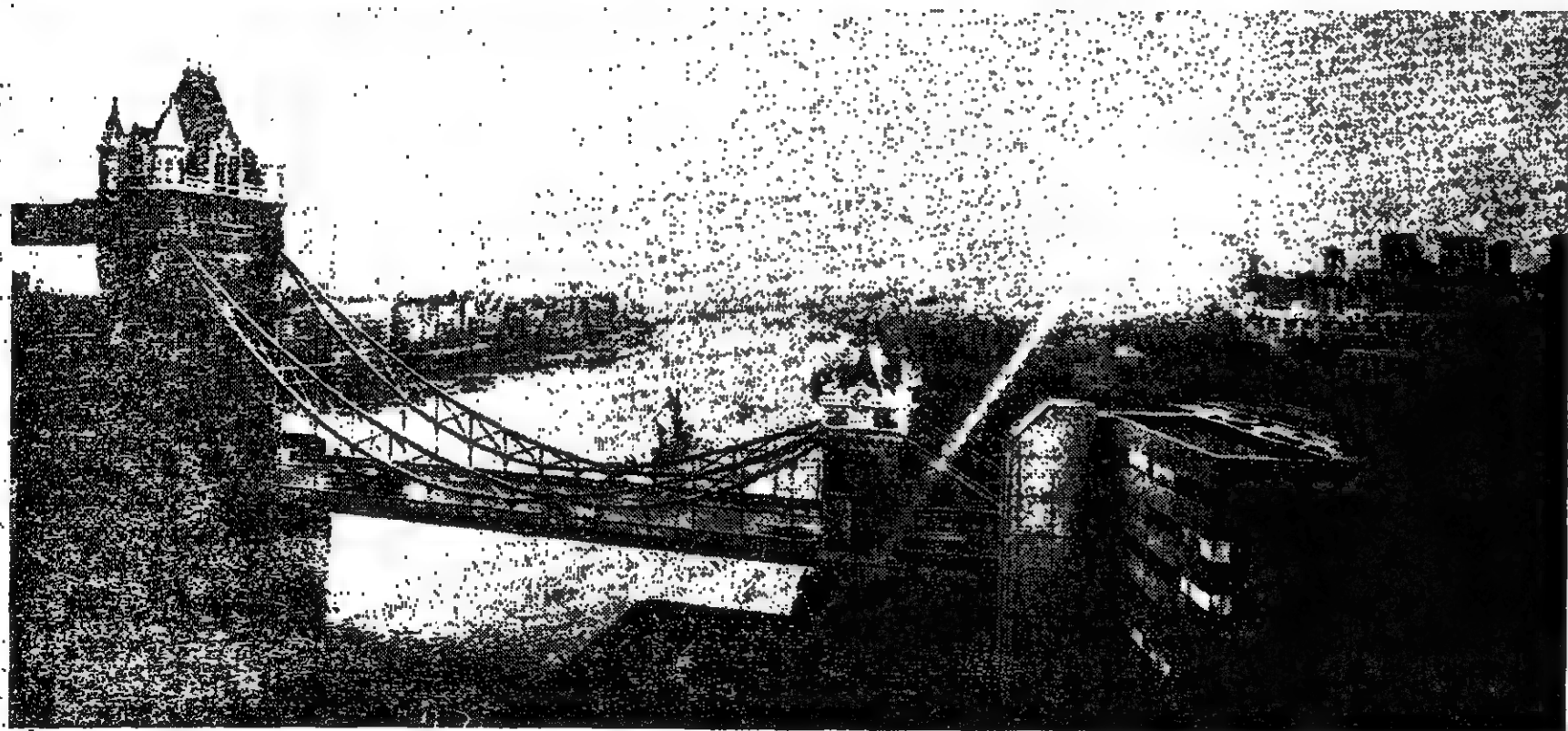
approach from the shipping employers and the National Union of Seamen.

Although the Act generally outlaws the closed shop it does make special provision for limited, approved post entry closed shops. Merchant seamen and actors were envisaged as being the only obvious qualifying sectors for those special provisions.

Under the approved closed shop, actors and seamen have to become union members unless they have conscientious objections, in which case the appropriate contribution is made to a charity.

Both the 20,000 member Equity and the 50,000 member NUS remained registered—and were expelled from the TUC—40 seek the approved closed shop to meet the special problems of their industries.

You deserve to be sent to the Tower



Down the ages, the Tower of London has seen many a Royal guest. Some stayed longer than others.

Now you too can be a guest at the Tower.

The Tower Hotel. It's situated right next to the Tower of London. Overlooking the Thames. Five minutes from Threadneedle Street. And the Stock Exchange.

You'll find it has all the modern facilities and appointments that you'd expect in a luxury hotel.

Every bedroom has its own private bathroom, colour television and air conditioning.

And the same ambience goes right through to the Restaurants,

Banqueting Rooms, Conference Rooms, Bars and Penthouse Suites which have some of the finest views in London.

In the middle of all this modern luxury you'll find that one thing is still pleasantly old fashioned. The courteous and efficient service.

Like a lot of other famous people, don't you deserve to go to the Tower?

THE TOWER HOTEL
LONDON

Please send for our colour brochure. St. Katharine's Way, London E1 9LD. Telephone: 01-481 2575 Telex: 655934. Strand Hotels Central Booking Office, 12 Sherwood Street, London W1V 8AE. Telephone: 01-437 9222 Telex: 27474

Saleroom Oriental jars fetch £650

A SALE of Oriental ceramics and works of art at Bonhams yesterday totalled £5,729. A pair of famille rose jars and covers, Caid Chen Lung, went to a collector for £650 and Chan gave £220 for a pair of blue and white Yen-Yen vases, Kang Hsi. An ivory carving of an old fisherman carrying a child realised £185.

At Robson Lowe, a sale of Scandinavian postage stamps fetched £26,636. A cover with four Danish stamps sent in 1894 from Copenhagen to Lincolnshire fetched £725, and a mint block of four of the 1870-81 3-skilling value realised £800.

A copy of the 1851 3-skilling stamp on a piece of the original envelope realised £450 while £200 was paid for an 1858 4-skilling stamp on a circular from Edinburgh to Nakhkov with a British one penny stamp.

A books sale at Phillips realised £7,378. A Curtis Botanical Magazine went to Ward for £650, and Kate Greenwood's original pencil drawing for the cover of Under the Window sold to Wilson for £220. A first edition of Lewis Carroll's Alice's Adventures Under Ground—a presentation copy to Katie Ralston—was bought by Tilbrook for £160.

A furniture sale at Phillips realised £24,850. A set of 12 mahogany dining chairs in the Hepplewhite taste fetched £1,350 and a small brass lantern clock £560, both going to Osborne.

The first day of a sale at Chatterley Hall, Staffs, organised by Henry Spencer and Sons, totalled £15,000.

INTERIM STATEMENT

For the Half Year to 30th June, 1973

The Directors are pleased to report another very satisfactory first half year's result with turnover and profits for the six months to 30th June, 1973, well in excess of the same period of 1972. These results reflect a substantial improvement in the contribution of exports to both sales and profits.

The Board have declared an Interim Dividend of 1.176p per ordinary share which, with the related tax credit, amounts to 1.68p per share against the equivalent of 1.8p last year allowing for the Capitalisation issue in May, 1973. The dividend will be paid on the 9th November, 1973, to members on the register on the 8th October, 1973.

UNAUDITED HALF YEAR'S RESULTS

	To 30th June 1973	To 30th June 1972
Turnover	1,599,675	1,251,777
Profit before Taxation	219,595	176,783
Less Corporation Tax (estimated)	104,000	71,000
Profit after Taxation	115,595	105,783
Interim Dividend	25,468	34,650 (gross)

Croydex Rubber Products Limited

Is your company in trouble with the enlarged EEC?

With EEC's recent expansion, increased concern has arisen about the future European business climate among U.S. multinational marketing companies, electronic components, pharmaceuticals, cosmetics and toiletries.

find out...

A penetrating three-volume report prepared by Technomic Research Associates focusing on the enlarged EEC and the American technology challenge is now available. For detailed information contact Mr. Leonard J. Ladin

TECHNOMIC RESEARCH ASSOCIATES LTD
Five Wigmore Street, W.1
London, England
01-536-3605

This document contains particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information to the public with regard to G. A. Robinson Group Limited ("the Company"). The directors of the Company collectively and individually accept full responsibility for the accuracy of the information given and undertake, having made all reasonable enquiries, that to the best of their knowledge and belief there are no other facts the omission of which would make any statement herein misleading.

G. A. ROBINSON GROUP LIMITED

(formerly G. A. ROBINSON (STOKE-ON-TRENT), LIMITED)

(Incorporated under the Companies Act 1929)
(Registered in England: No. 362333)

This document is published in connection with the application to the Council of The Stock Exchange for the admission to the Official List of the ordinary shares of the Company issued and now to be issued in connection with an acquisition and the proposed rights issue to be partly underwritten by Samuel Montagu & Co. Limited.

Authorised: **£1,000,000** in Ordinary Shares of 25p each ... **£825,708.75** Issued and now to be issued fully paid

Up to 187,000 additional ordinary shares of 25p each of the Company may fall to be issued in connection with the acquisitions of Kwik-Fit and Webster. At the close of business on 31st August, 1973, the companies comprising the Enlarged Group had secured bank overdrafts of £541,784, hire purchase commitments of £2,810 and outstanding debentures and mortgages of £358,000. Save as disclosed herein and apart from inter-company indebtedness and inter-company guarantees no company in the Enlarged Group has outstanding any loan capital, borrowing or indebtedness in the nature of borrowing, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, hire purchase commitments or guarantees (otherwise than in the ordinary course of business) or other material contingent liabilities.

Directors
DEREK ARNOLD BOOTHMAN, F.C.A. (Chairman), Ashworth Dene, Wilmslow Road, Mottram St. Andrew, Macclesfield, Cheshire SK10 4QH.
STEPHEN ECKERSLEY BOLER (Chief Executive), The Penthouse, St. Andrew's House, 53 Portland Street, Manchester M1 3LW.
KENNETH RYLAND ICKE, M.M., The Grove, Rising Lane, Lapworth, Warwickshire B94 6JB.
IAN BLENNINSOP, Boxhedge, Great Budworth, Near Northwich, Cheshire CW9 6HR.
THOMAS FARMER, Kirkstane, 15 Essex Road, Edinburgh EH4 6LF.
ERWIN LANDAU, F.R.S., Annandale, Olveston Road, Salford M7 0JX.
MICHAEL RAJSTON CUMMING, M.B.A., A.R.S.M., B.Sc., 4 Waterford House, Kensington Park Road, London W11 2PJ.
Bankers
MIDLAND BANK LIMITED, St. James's House, Charlotte Street, Manchester M60 1QT.
SAMUEL MONTAGU & CO. LIMITED, 114 Old Broad Street, London EC2P 2HY.
PIERSON, BELDRING & PIERSON, Herengracht 206-214, Amsterdam, Netherlands.
Brokers
HENRY COOKE, LUMSDEN & CO., Arkwright House, Paragon Gardens, Manchester M60 3AH and The Stock Exchange.
E. B. SAVORY, MILLIN & CO., Northgate House, 30 Moorgate, London EC2R 6AQ and The Stock Exchange.

Solicitors to the Company
F. PICKLES, HALLIWELL & CO., Globe Chambers, 123/125a Union Street, Oldham OL1 1TF.
Solicitors to Samuel Montagu & Co. Limited
CLIFFORD-TURNER & CO., 11 Old Jewry, London EC2R 8DS.
Auditors to the Company and joint reporting accountants on Dorsman, Kwik-Fit and Webster
ARTHUR ANDERSEN & CO., Chartered Accountants, Bank House, 9 Charlotte Street, Manchester M1 4EU.
Auditors to and joint reporting accountants on Dorsman
SEGALL & CO., Members of Nederlands Instituut van Registeraccountants, de Boelelaan 18, Amsterdam, Netherlands.
Auditors to and joint reporting accountants on Kwik-Fit
J. M. EDMOND & CO., Chartered Accountants, 19 Silverknowes Midway, Edinburgh EH4 5PP.
Auditors to and joint reporting accountants on Webster
ERIC S. BROWNE & CO., Chartered Accountants, 41 North John Street, Liverpool L3 6RR.
Secretaries and registered office
JOSEPH CUNNINGHAM TITLEY, A.C.A., 323 Hartshill Road, Hartshill, Stoke-on-Trent ST4 7TU.
Registrars and transfer office
SAMUEL MONTAGU & CO. LIMITED, St. Olaf House, Tooley Street, London SE1 2PL.

On 21st June, 1973, the listing of the issued ordinary share capital of the Company temporarily suspended by the Council of The Stock Exchange at the request of the Company.

Subject to the ordinary share capital of the Company issued and now to be issued as mentioned herein being admitted to the Official List by the Council of the Stock Exchange not later than 30th September, 1973, the Company has agreed to Dorsman and Kwik-Fit. Part of the consideration for the acquisition of the Company is to be financed out of the proceeds of the proposed rights issue of ordinary shares of the Company (see "Rights Issue and Working Capital" below) and 234,483 ordinary shares are to be issued in connection with the acquisition of Kwik-Fit. The agreements for the purchase of Dorsman and Kwik-Fit were approved by shareholders of the Company at an Extraordinary General Meeting held on 24th September, 1973. The Company has also acquired Webster and disposed of imports, its 80 per cent. interest in Kingcraft and the business and assets of the Caravan Park and Sandy Bay Hotel at Towyn, near Rhyl.

Full details of the above transactions are shown under "Terms of Acquisitions and Disposals" below.

This document has been prepared on the basis that the acquisitions of Dorsman and Kwik-Fit have been completed.

In addition, it is intended that part of the proceeds of the proposed rights issue be used to provide additional working capital (see "Rights Issue and Working Capital" below).

Subject to the whole of the ordinary share capital of the Company issued and now to be issued being admitted to the Official List by the Council of The Stock Exchange, dealings are expected to commence on 2nd October, 1973.

The Company was incorporated on 12th July, 1968 to take over the business of G. A. Robinson Toolmakers, as founded in 1925, it became a public company and its shares were first quoted on the Northern Securities Exchange in 1969. The Company acquired a substantial interest in the Company Dorsman and Mr. Landau joined the board. In April, 1972, the Company acquired a development company operating mainly in the North West of England and owned jointly by Mr. J. M. B. Boller and Mr. J. Boller. In December, 1972, the Company acquired ARES which, following its acquisition, was renamed Webster. In May, 1973, the Company acquired Kwik-Fit, through the formation of eleven subsidiary companies, into a group engaged in the distribution of tools and accessories to the automotive and engineering industries. The first such acquisition took place in June, 1973, when the Company acquired Webster, manufacturers of tools and the Baker Group, a group of tool makers.

OF THE ENLARGED GROUP

Details are given of the business of the Company and its subsidiaries which are carried on through various subsidiaries as based on the following four divisions:

Division	Subsidiaries	Revenue (approximate)
Tools and tooling tools	Tool Tools, ARES Tools, Webster, Baker Group, Dorsman, Kwik-Fit, Sandhill	3,000
Wholesale distributors	Wholesale distributors	280
Manufacturers	Manufacturers	280
Retail distributors	Retail distributors	1,820
Retail distributors	Retail distributors	760
		7,480

The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

Details are given of the relative size of the divisions. The figures are based on the latest audited accounts of the companies comprising the Enlarged Group and are subject to audit.

TERMS OF ACQUISITIONS AND DISPOSALS

(1) Acquisition of Dorsman
The Company has incorporated a wholly owned subsidiary company in the Netherlands, G.A.R. B.V., for the purpose of acquiring Dorsman. Pursuant to a conditional contract dated 20th June, 1973, G.A.R. B.V. has agreed to acquire the whole of the issued share capital of Dorsman for an aggregate consideration of D.F. 1,250,000 (D.F. 1,250,000) at D.F. 4.20 to 1 in cash.

The consideration to be paid by G.A.R. B.V. to the shareholders of Dorsman is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Dorsman is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(2) Acquisition of Webster
Pursuant to a conditional contract dated 20th June, 1973, the Company is acquiring the whole of the issued share capital of Webster. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Webster is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(3) Acquisition of Kwik-Fit
Pursuant to a conditional contract dated 20th June, 1973, the Company is acquiring the whole of the issued share capital of Kwik-Fit. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Kwik-Fit is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(4) Disposal of imports and Kingcraft
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of imports and its 80 per cent. interest in Kingcraft. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of imports and Kingcraft is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(5) Disposal of Caravan Park and Sandy Bay Hotel at Towyn, near Rhyl
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Caravan Park and Sandy Bay Hotel at Towyn, near Rhyl. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Caravan Park and Sandy Bay Hotel is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(6) Disposal of Baker Group
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Baker Group. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Baker Group is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(7) Disposal of ARES
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of ARES. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of ARES is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(8) Disposal of Sandhill
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Sandhill. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Sandhill is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(9) Disposal of Tool Tools
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Tool Tools. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Tool Tools is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(10) Disposal of Baker Group
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Baker Group. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Baker Group is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(11) Disposal of ARES
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of ARES. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of ARES is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(12) Disposal of Sandhill
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Sandhill. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Sandhill is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(13) Disposal of Tool Tools
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Tool Tools. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Tool Tools is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(14) Disposal of Baker Group
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Baker Group. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Baker Group is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(15) Disposal of ARES
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of ARES. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of ARES is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(16) Disposal of Sandhill
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Sandhill. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Sandhill is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(17) Disposal of Tool Tools
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Tool Tools. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Tool Tools is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(18) Disposal of Baker Group
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of Baker Group. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of Baker Group is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

(19) Disposal of ARES
Pursuant to a conditional contract dated 20th June, 1973, the Company has disposed of the whole of the issued share capital of ARES. The consideration is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash. The consideration to be paid by G.A.R. B.V. to the shareholders of ARES is to be satisfied by the issue of new ordinary shares of D.F. 4.20 to 1 in cash.

The following table gives details of forecast pre-acquisition profits and interest, taxation, extraordinary items and net profits for the year ending 28th February, 1974:

Forecast annualised profits before taxation as shown above	£'000	£'000
Less: Forecast pre-acquisition profits and interest		
Forecast profits before taxation and extraordinary items for the year ending 28th February, 1974		
Corporation tax and foreign taxes on profits estimated at 30%		
Forecast profits before extraordinary items for the year ending 28th February, 1974		
Extraordinary items:		
1. Forecast profit on the disposal of the Caravan Park and Sandy Bay Hotel at Towyn	214	180
2. Forecast profit on the disposal of imports and Kingcraft	46	100
3. Forecast profit on the disposal of Baker Group	29	7
4. Forecast profit on the disposal of ARES		
5. Forecast profit on the disposal of Sandhill		
6. Forecast profit on the disposal of Tool Tools		
7. Forecast profit on the disposal of Baker Group		
8. Forecast profit on the disposal of ARES		
9. Forecast profit on the disposal of Sandhill		
10. Forecast profit on the disposal of Tool Tools		
11. Forecast profit on the disposal of Baker Group		
12. Forecast profit on the disposal of ARES		
13. Forecast profit on the disposal of Sandhill		
14. Forecast profit on the disposal of Tool Tools		
15. Forecast profit on the disposal of Baker Group		
16. Forecast profit on the disposal of ARES		
17. Forecast profit on the disposal of Sandhill		
18. Forecast profit on the disposal of Tool Tools		
19. Forecast profit on the disposal of Baker Group		
20. Forecast profit on the disposal of ARES		
21. Forecast profit on the disposal of Sandhill		
22. Forecast profit on the disposal of Tool Tools		
23. Forecast profit on the disposal of Baker Group		
24. Forecast profit on the disposal of ARES		
25. Forecast profit on the disposal of Sandhill		
26. Forecast profit on the disposal of Tool Tools		
27. Forecast profit on the disposal of Baker Group		
28. Forecast profit on the disposal of ARES		
29. Forecast profit on the disposal of Sandhill		
30. Forecast profit on the disposal of Tool Tools		
31. Forecast profit on the disposal of Baker Group		
32. Forecast profit on the disposal of ARES		
33. Forecast profit on the disposal of Sandhill		
34. Forecast profit on the disposal of Tool Tools		
35. Forecast profit on the disposal of Baker Group		
36. Forecast profit on the disposal of ARES		
37. Forecast profit on the disposal of Sandhill		
38. Forecast profit on the disposal of Tool Tools		
39. Forecast profit on the disposal of Baker Group		
40. Forecast profit on the disposal of ARES		
41. Forecast profit on the disposal of Sandhill		
42. Forecast profit on the disposal of Tool Tools		
43. Forecast profit on the disposal of Baker Group		
44. Forecast profit on the disposal of ARES		
45. Forecast profit on the disposal of Sandhill		
46. Forecast profit on the disposal of Tool Tools		
47. Forecast profit on the disposal of Baker Group		
48. Forecast profit on the disposal of ARES		
49. Forecast profit on the disposal of Sandhill		
50. Forecast profit on the disposal of Tool Tools		
51. Forecast profit on the disposal of Baker Group		
52. Forecast profit on the disposal of ARES		
53. Forecast profit on the disposal of Sandhill		
54. Forecast profit on the disposal of Tool Tools		
55. Forecast profit on the disposal of Baker Group		
56. Forecast profit on the disposal of ARES		
57. Forecast profit on the disposal of Sandhill		
58. Forecast profit on the disposal of Tool Tools		
59. Forecast profit on the disposal of Baker Group		
60. Forecast profit on the disposal of ARES		
61. Forecast profit on the disposal of Sandhill		
62. Forecast profit on the disposal of Tool Tools		
63. Forecast profit on the disposal of Baker Group		
64. Forecast profit on the disposal of ARES		
65. Forecast profit on the disposal of Sandhill		
66. Forecast profit on the disposal of Tool Tools		
67. Forecast profit on the disposal of Baker Group		
68. Forecast profit on the disposal of ARES		
69. Forecast profit on the disposal of Sandhill		
70. Forecast profit on the disposal of Tool Tools		
71. Forecast profit on the disposal of Baker Group		
72. Forecast profit on the disposal of ARES		
73. Forecast profit on the disposal of Sandhill		
74. Forecast profit on the disposal of Tool Tools		
75. Forecast profit on the disposal of Baker Group		
76. Forecast profit on the disposal of ARES		
77. Forecast profit on the disposal of Sandhill		
78. Forecast profit on the disposal of Tool Tools		
79. Forecast profit on the disposal of Baker Group		
80. Forecast profit on the disposal of ARES		
81. Forecast profit on the disposal of Sandhill		
82. Forecast profit on the disposal of Tool Tools		
83. Forecast profit on the disposal of Baker Group		
84. Forecast profit on the disposal of ARES		
85. Forecast profit on the disposal of Sandhill		
86. Forecast profit on the disposal of Tool Tools		
87. Forecast profit on the disposal of Baker Group		
88. Forecast profit on the disposal of ARES		
89. Forecast profit on the disposal of Sandhill		
90. Forecast profit on the disposal of Tool Tools		
91. Forecast profit on the disposal of Baker Group		
92. Forecast profit on the disposal of ARES		
93. Forecast profit on the disposal of Sandhill		
94. Forecast profit on the disposal of Tool Tools		
95. Forecast profit on the disposal of Baker Group		
96. Forecast profit on the disposal of ARES		
97. Forecast profit on the disposal of Sandhill		
98. Forecast profit on the disposal of Tool Tools		
99. Forecast profit on the disposal of Baker Group		
100. Forecast profit on the disposal of ARES		
101. Forecast profit on the disposal of Sandhill		
102. Forecast profit on the disposal of Tool Tools		
103. Forecast profit on the disposal of Baker Group		
104. Forecast profit on the disposal of ARES		
105. Forecast profit on the disposal of Sandhill		
106. Forecast profit on the disposal of Tool Tools		
107. Forecast profit on the disposal of Baker Group		
108. Forecast profit on the disposal of ARES		
109. Forecast profit on the disposal of Sandhill		
110. Forecast profit on the disposal of Tool Tools		
111. Forecast profit on the disposal of Baker Group		
112. Forecast profit on the disposal of ARES		
113. Forecast profit on the disposal of Sandhill		
114. Forecast profit on the disposal of Tool Tools		
115. Forecast profit on the disposal of Baker Group		
116. Forecast profit on the disposal of ARES		
117. Forecast profit on the disposal of Sandhill		
118. Forecast profit on the disposal of Tool Tools		
119. Forecast profit on the disposal of Baker Group		
120. Forecast profit on the disposal of ARES		
121. Forecast profit on the disposal of Sandhill		
122. Forecast profit on the disposal of Tool Tools		
123. Forecast profit on the disposal of Baker Group		
124. Forecast profit on the disposal of ARES		
125. Forecast profit on the disposal of Sandhill		
126. Forecast profit on the disposal of Tool Tools		
127. Forecast profit on the disposal of Baker Group		
128. Forecast profit on the disposal of ARES		
129. Forecast profit on the disposal of Sandhill		
130. Forecast profit on the disposal of Tool Tools		
131. Forecast profit on the disposal of Baker Group		
132. Forecast profit on the disposal of ARES		
133. Forecast profit on the disposal of Sandhill		
134. Forecast profit on the disposal of Tool Tools		
135. Forecast profit on the disposal of Baker Group		
136. Forecast profit on the disposal of ARES		
137. Forecast profit on the disposal of Sandhill		
138. Forecast profit on the disposal of Tool Tools		
139. Forecast profit on the disposal of Baker Group		
140. Forecast profit on the disposal of ARES		
141. Forecast profit on the disposal of Sandhill		
142. Forecast profit on the disposal of Tool Tools		
143. Forecast profit on the disposal of Baker Group		
144. Forecast profit on the disposal of ARES		
145. Forecast profit on the disposal of Sandhill		
146. Forecast profit on the disposal of Tool Tools		
147. Forecast profit on the disposal of Baker Group		
148. Forecast profit on the disposal of ARES		
149. Forecast profit on the disposal of Sandhill		
150. Forecast profit on the disposal of Tool Tools		
151. Forecast profit on the disposal of Baker Group		
152. Forecast profit on the disposal of ARES		
153. Forecast profit on the disposal of Sandhill		
154. Forecast profit on the disposal of Tool Tools		
155. Forecast profit on the disposal of Baker Group		
156. Forecast profit on the disposal of ARES		
157. Forecast profit on the disposal of Sandhill		
158. Forecast profit on the disposal of Tool Tools		
159. Forecast profit on the disposal of Baker Group		
160. Forecast profit on the disposal of ARES		
161. Forecast profit on the disposal of Sandhill		
162. Forecast profit on the disposal of Tool Tools		
163. Forecast profit on the disposal of Baker Group		
164. Forecast profit on the disposal of ARES		
165. Forecast profit on the disposal of Sandhill		
166. Forecast profit on the disposal of Tool Tools		
167. Forecast profit on the disposal of Baker Group		
168. Forecast profit on the disposal of ARES		
169. Forecast profit on the disposal of Sandhill		
170. Forecast profit on the disposal of Tool Tools		
171. Forecast profit on the disposal of Baker Group		
172. Forecast profit on the disposal of ARES		
173. Forecast profit on the disposal of Sandhill		
174. Forecast profit on the disposal of Tool Tools		
175. Forecast profit on the disposal of Baker Group		
176. Forecast profit on the disposal of ARES		
177. Forecast profit on the disposal of Sandhill		
178. Forecast profit on the disposal of Tool Tools		
179. Forecast profit on the disposal of Baker Group		
180. Forecast profit on the disposal of ARES		
181. Forecast profit on the disposal of Sandhill		
182. Forecast profit on the disposal of Tool Tools		
183. Forecast profit on the disposal of Baker Group		
184. Forecast profit on the disposal of ARES		
185. Forecast profit on the disposal of Sandhill		
186. Forecast profit on the disposal of Tool Tools		
187. Forecast profit on the disposal of Baker Group		
188. Forecast profit on the disposal of ARES		
189. Forecast profit on the disposal of Sandhill		
190. Forecast profit on the disposal of Tool Tools		
191. Forecast profit on the disposal of Baker Group		
192. Forecast profit on the disposal of ARES		
193. Forecast profit on the disposal of Sandhill		
194. Forecast profit on the disposal of Tool Tools		
195. Forecast profit on the disposal of Baker Group		
196. Forecast profit on the disposal of ARES		
197. Forecast profit on the disposal of Sandhill		
198. Forecast profit on the disposal of Tool Tools		
199. Forecast profit on the disposal of Baker Group		
200. Forecast profit on the disposal of ARES		
201. Forecast profit on the disposal of Sandhill		
202. Forecast profit on the disposal of Tool Tools		
203. Forecast profit on the disposal of Baker Group		
204. Forecast profit on the disposal of ARES		
205. Forecast profit on the disposal of Sandhill		
206. Forecast profit on the disposal of Tool Tools		
207. Forecast profit on the disposal of Baker Group		
208. Forecast profit on the disposal of ARES		
209. Forecast profit on the disposal of Sandhill		
210. Forecast profit on the disposal of Tool Tools		
211. Forecast profit on the disposal of Baker Group		
212. Forecast profit on the disposal of ARES		
213. Forecast profit on the disposal of Sandhill		
214. Forecast profit on the disposal of Tool Tools		
215. Forecast profit on the disposal of Baker Group		
216. Forecast profit on the disposal of ARES		
217. Forecast profit on the disposal of Sandhill		
218. Forecast profit on the disposal of Tool Tools		
219. Forecast profit on the disposal of Baker Group		
220. Forecast profit on the disposal of ARES		
221. Forecast profit on the disposal of Sandhill		
222. Forecast profit on the disposal of Tool Tools		
223. Forecast profit on the disposal of Baker Group		
224. Forecast profit on the disposal of ARES		
225. Forecast profit on the disposal of Sandhill		
226. Forecast profit on the disposal of Tool Tools		
227. Forecast profit on the disposal of Baker Group		
228. Forecast profit on the disposal of ARES		
229. Forecast profit on the disposal of Sandhill		
230. Forecast profit on the disposal of Tool Tools		
231. Forecast profit on the disposal of Baker Group		
232. Forecast profit on the disposal of ARES		
233. Forecast profit on the disposal of Sandhill		
234. Forecast profit on the disposal of Tool Tools		
235. Forecast profit on the disposal of Baker Group		
236. Forecast profit on the disposal of ARES		
237. Forecast profit on the disposal of Sandhill		
238. Forecast profit on the disposal of Tool Tools		
239. Forecast profit on the disposal of Baker Group		
240. Forecast profit on the disposal of ARES		
241. Forecast profit on the disposal of Sandhill		
242. Forecast profit on the disposal of Tool Tools		
243. Forecast profit on the disposal of Baker Group		
244. Forecast profit on the disposal of ARES		
245. Forecast profit on the disposal of Sandhill		
246. Forecast profit on the disposal of Tool Tools		
247. Forecast profit on the disposal of Baker Group		
248. Forecast profit on the disposal of ARES		
249. Forecast profit on the disposal of Sandhill		
250. Forecast profit on the disposal of Tool Tools		
251. Forecast profit on the disposal of Baker Group		
252. Forecast profit on the disposal of ARES		
253. Forecast profit on the disposal of Sandhill		
254. Forecast profit on the disposal of Tool Tools		
255. Forecast profit on the disposal of Baker Group		
256. Forecast profit on the disposal of ARES		
257. Forecast profit on the disposal of Sandhill		
258. Forecast profit on the disposal of Tool Tools		
259. Forecast profit on the disposal of Baker Group		
260. Forecast profit on the disposal of ARES		
261. Forecast profit on the disposal of Sandhill		
262. Forecast profit on the disposal of Tool Tools		
263. Forecast profit on the disposal of Baker Group		
264. Forecast profit on the disposal of ARES		
265. Forecast profit on the disposal of Sandhill		
266. Forecast profit on the disposal of Tool Tools		
267. Forecast profit on the disposal of Baker Group		
268. Forecast profit on the disposal of ARES		
269. Forecast profit on the disposal of Sandhill		
270. Forecast profit on the disposal of Tool Tools		
271. Forecast profit on the disposal of Baker Group		
272. Forecast profit on the disposal of ARES		
273. Forecast profit on the disposal of Sandhill		
274. Forecast profit on the disposal of Tool Tools		
275. Forecast profit on the disposal of Baker Group		
276. Forecast profit on the disposal of ARES		
277. Forecast profit on the disposal of Sandhill		
278. Forecast profit on the disposal of Tool Tools		
279. Forecast profit on the disposal of Baker Group		
280. Forecast profit on the disposal of ARES		
281. Forecast profit on the disposal of Sandhill		
282. Forecast profit on the disposal of Tool Tools		
283. Forecast profit on the disposal of Baker Group		
284. Forecast profit on the disposal of ARES		
285. Forecast profit on the disposal of Sandhill		
286. Forecast profit on the disposal of Tool Tools		
287. Forecast profit on the disposal of Baker Group		
288. Forecast profit on the disposal of ARES		
289. Forecast profit on the disposal of Sandhill		
290. Forecast profit on the disposal of Tool Tools		
291. Forecast profit on the disposal of Baker Group		
292. Forecast profit on the disposal of ARES		
293. Forecast profit on the disposal of Sandhill		
294. Forecast profit on the disposal of Tool Tools		
295. Forecast profit on the disposal of Baker Group		
296. Forecast profit on the disposal of ARES		
297. Forecast profit on the disposal of Sandhill		
298. Forecast profit on the disposal of Tool Tools		
299. Forecast profit on the disposal of Baker Group		
300. Forecast profit on the disposal of ARES		
301. Forecast profit on the disposal of Sandhill		
302. Forecast profit on the disposal of Tool Tools		
303. Forecast profit on the disposal of Baker Group		
304. Forecast profit on the disposal of ARES		
305. Forecast profit on the disposal of Sandhill		
306. Forecast profit on the disposal of Tool Tools		
307. Forecast profit on the disposal of Baker Group		
308. Forecast profit on the disposal of ARES		
309. Forecast profit on the disposal of Sandhill		
310. Forecast profit on the disposal of Tool Tools		
311. Forecast profit on the disposal of Baker Group		
312. Forecast profit on the disposal of ARES		
313. Forecast profit on the disposal of Sandhill		
314. Forecast profit on the disposal of Tool Tools		
315. Forecast profit on the disposal of Baker Group		
316. Forecast profit on the disposal of ARES		
317. Forecast profit on the disposal of Sandhill		
318. Forecast profit on the disposal of Tool Tools		
319. Forecast profit on the disposal of Baker Group		
320. Forecast profit on the disposal of ARES		
321. Forecast profit on the disposal of Sandhill		
322. Forecast profit on the disposal of Tool Tools		
323. Forecast profit on the disposal of Baker Group		
324. Forecast profit on the disposal of ARES		
325. Forecast profit on the disposal of Sandhill		
326. Forecast profit on the disposal of Tool Tools		
327. Forecast profit on the disposal of Baker Group		
328. Forecast profit on the disposal of ARES		
329. Forecast profit on the disposal of Sandhill		
330. Forecast profit on the disposal of Tool Tools		
331. Forecast profit on the disposal of Baker Group		
332. Forecast profit on the disposal of ARES		
333. Forecast profit on the disposal of Sandhill		
334. Forecast profit on the disposal of Tool Tools		
335. Forecast profit on the disposal of Baker Group		
336. Forecast profit on the disposal of ARES		
337. Forecast profit on the disposal of Sandhill		
338. Forecast profit on the disposal of Tool Tools		
339. Forecast profit on the disposal of Baker Group		
340. Forecast profit on the disposal of ARES		
341. Forecast profit on the disposal of Sandhill		
342. Forecast profit on the disposal of Tool Tools		
343. Forecast profit on the disposal of Baker Group		
344. Forecast profit on the disposal of ARES		
345. Forecast profit on the disposal of Sandhill		
346. Forecast profit on the disposal of Tool Tools		
347. Forecast profit on the disposal of Baker Group		
348. Forecast profit on the disposal of ARES		
349. Forecast profit on the disposal of Sandhill		
350. Forecast profit on the disposal of Tool Tools		
351. Forecast profit on the disposal of Baker Group		
352. Forecast profit on the disposal of ARES		
353. Forecast profit on the disposal of Sandhill		
354. Forecast profit on the disposal of Tool Tools		
355. Forecast profit on the disposal of Baker Group		
356. Forecast profit on the disposal of ARES		
357. Forecast profit on the disposal of Sandhill		
358. Forecast profit on the disposal of Tool Tools		
359. Forecast profit on the disposal of Baker Group		
360. Forecast profit on the disposal of ARES		
361. Forecast profit on the disposal of Sandhill		
362. Forecast profit on the disposal of Tool Tools		
363. Forecast profit on the disposal of Baker Group		
364. Forecast profit on the disposal of ARES		
365. Forecast profit on the disposal of Sandhill		
366. Forecast profit on the disposal of Tool Tools		
367. Forecast profit on the disposal of Baker Group		
368. Forecast profit on the disposal of ARES		
369. Forecast profit on the disposal of Sandhill		
370. Forecast profit on the disposal of Tool Tools		
371. Forecast profit on the disposal of Baker Group		
372. Forecast profit on the disposal of ARES		
373. Forecast profit on the disposal of Sandhill		
374. Forecast profit on the disposal of Tool Tools		
375. Forecast profit on the disposal of Baker Group		
376. Forecast profit on the disposal of ARES		
377. Forecast profit on the disposal of Sandhill		
378. Forecast profit on the disposal of Tool Tools		
379. Forecast profit on the disposal of Baker Group		
380. Forecast profit on the disposal of ARES		
381. Forecast profit on the disposal of Sandhill		
382. Forecast profit on the disposal of Tool Tools		
383. Forecast profit on the disposal of Baker Group		
384. Forecast profit on the disposal of ARES		
385. Forecast profit on the disposal of Sandhill		
386. Forecast profit on the disposal of Tool Tools		
387. Forecast profit on the disposal of Baker Group		
388. Forecast profit on the disposal of ARES		
389. Forecast profit on the disposal of Sandhill		
390. Forecast profit on the disposal of Tool Tools		
391. Forecast profit on the disposal of Baker Group		
392. Forecast profit on the disposal of ARES		
393. Forecast profit on the disposal of Sandhill		
394. Forecast profit on the disposal of Tool Tools		
395. Forecast profit on the disposal of Baker Group		
396. Forecast profit on the disposal of ARES		
397. Forecast profit on the disposal of Sandhill		
398. Forecast profit on the disposal of Tool Tools		
399. Forecast profit on the disposal of Baker Group		
400. Forecast profit on the disposal of ARES		
401. Forecast profit on the disposal of Sandhill		
402. Forecast profit on the disposal of Tool Tools		
403. Forecast profit on the disposal of Baker Group		
404. Forecast profit on the disposal of ARES		
405. Forecast profit on the disposal of Sandhill		
406. Forecast profit on the disposal of Tool Tools		
407. Forecast profit on the disposal of Baker Group		
408. Forecast profit on the disposal of ARES		
409. Forecast profit on the disposal of Sandhill		
410. Forecast profit on the disposal of Tool Tools		
411. Forecast profit on the disposal of Baker Group		
412. Forecast profit on the disposal of ARES		
413. Forecast profit on the disposal of Sandhill		
414. Forecast profit on the disposal of Tool Tools		
415. Forecast profit on the disposal of Baker Group		
416. Forecast profit on the disposal of ARES		
417. Forecast profit on the disposal of Sandhill		
418. Forecast profit on the disposal of Tool Tools		
419. Forecast profit on the disposal of Baker Group		
420. Forecast profit on the disposal of ARES		
421. Forecast profit on the disposal of Sandhill		
422. Forecast profit on the disposal of Tool Tools		
423. Forecast profit on the disposal of Baker Group		

Concorde wins friends in U.S. British Airways plans more advance bookings

MICHAEL DONNE, AEROSPACE CORRESPONDENT

MR. CONCORDE arrives back at the U.S. Civil Aeronautics Board, only to-day after its brief stay in Washington, where it was much in evidence in its favour. The aircraft, which is being built by Concorde International, a joint venture of British Aircraft Corporation and Aerospatiale, and the two flag airlines, Air France and British Airways, is expected to be in service by 1976.

Mr. Timm said he was particularly impressed by Concorde's "great unaltered power" on take-off, and the landing was like a feather. He added: "The supersonic concept is here and the supersonic airliner is here. I have no doubts in my mind that supersonic air travel has come to stay."

Several hundreds of senior U.S. aviation officials have been invited to the Concorde 21st September. The aircraft leaves this morning for Paris and aims to make a perfectly landing at Washington's Ronald Reagan airport here yesterday. There were no problems, and the aircraft was studied by many U.S. guests, including senior Senators and Government officials.

officials concerned with aviation affairs, along with representatives of the two manufacturers, British Aircraft Corporation and Aerospatiale, and the two flag airlines, Air France and British Airways.

BUSINESS TRAVEL MAGAZINE

British Airways is to introduce a prestige magazine for the business travel market, replacing the current BOAC and BEA publications Incentive and Agenda.

To be called Executive, it will be published bi-monthly beginning in April 1974, and offer readers and advertisers the choice of either a European/U.K. edition or an International (ex-Europe) edition.

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BRITISH AIRWAYS Overseas hold fares at these levels, in the light of competition from other airlines and tour-organisers, despite rising costs.

The flight will be bookable through British Airways subsidiary, Overseas Air Travel, and travel agents. Passengers do not have to be members of a special club or group.

Seats must be booked 90 days in advance, but a partial refund will be made if a booking is cancelled more than two months before the flight. The fares involve a minimum stay of two weeks.

By confining its advance booking operations to New York and Toronto, British Airways is able to offer virtually daily departures to each destination, using Boeing 747 Jumbo Jets. British Airways has decided to Boeing 707s and VC-10s.

Threat to public schools 'is vandalism'

LABOUR PARTY proposals to abolish public schools and to fund the community which was aimed, was bad law, "vandalism" last night by Mr. Frank Fisher, chairman of the Education Committee.

Mr. Fisher, who is in charge of the Education Committee, said: "It is unacceptable to that section of the community which chooses to send their children to public schools."

Freedom

First there would be guerrilla warfare in the shape of financial measures aimed at reducing numbers—then abolition, Mr. Fisher warned at the conference's annual meeting in Cambridge.

Mr. Hattersley's dream was to establish equality in education. "It is to be pursued by imposing on all children a State-controlled and fundamentally uniform system of education," Mr. Fisher declared.

Mr. Fisher, who is Master of Wellington College, Cranborne, Dorset, said any political party with a real responsibility to the children of the country should be able to choose between two policies: to preserve what was good and to devote all available resources of the nation to that to remedy the obvious ills.

That was the policy of Mrs. Margaret Thatcher, the Education Secretary, he claimed. She deserved greater support "or her policies. He outlined grounds on which the independent sector would oppose the threat of an abolition, and said: "We shall not surrender our independence."

Parents should have a much clearer right to stipulate the kind of education they want for their children and it should be written into a new Education Act, "PEST" (Pressure for Economic and Social Turmoil) says in a new pamphlet, "Schools of our Choice."

It should be done in such a way that it would give practical guidance to the courts if they were called on to settle disputes. It proposes that parents should be able to choose between two policies: to preserve what was good and to devote all available resources of the nation to that to remedy the obvious ills.

A. Robinson Group Limited continued

	1967	1968	1969	1970	1971	1972	1973
Revenue	21.50	26.42	32.19	37.19	41.19	45.19	49.19
Profit	2.19	2.42	2.65	2.88	3.11	3.34	3.57
Dividend	1.19	1.42	1.65	1.88	2.11	2.34	2.57
Reserves	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Assets	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Liabilities	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Equity	1.00	1.00	1.00	1.00	1.00	1.00	1.00

Balance sheet at 31st May 1973. The above figures are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Webster's share of the above are based on the audited accounts of Webster. The accounts show a steady increase in revenue and profit over the last five years.

Address	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
8 McDonald Road, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
9 Hopton Crescent, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
10 Strathern Road, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
2, 4 & 6 Anderson Street, Kirkcaldy, Fife	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
5 Reid Street, Dundee	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
23-25 Mid Street, Bathurst	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
Croft Street and Parkside, Perth	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
Blackhall Garage, Telford Road, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
2 Strathbrock Place, Aberdeen	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
Alexander Street Service Station, Airdrie	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.

Notes: 1. The reversion in these properties is owned by Mrs. A. Farmer, wife of Mr. A. Farmer, a director of the Company. 2. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

3. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 4. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

5. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 6. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

7. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 8. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

9. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 10. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

11. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 12. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

13. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 14. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

15. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 16. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

17. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 18. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

19. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 20. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

21. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 22. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

23. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 24. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

25. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 26. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

27. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 28. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

29. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 30. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

31. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 32. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

33. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 34. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

35. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 36. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

Address	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
8 McDonald Road, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
9 Hopton Crescent, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
10 Strathern Road, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
2, 4 & 6 Anderson Street, Kirkcaldy, Fife	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
5 Reid Street, Dundee	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
23-25 Mid Street, Bathurst	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
Croft Street and Parkside, Perth	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
Blackhall Garage, Telford Road, Edinburgh	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
2 Strathbrock Place, Aberdeen	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.
Alexander Street Service Station, Airdrie	Service depot	Leasehold—30 years from 28th September, 1973, at an annual exclusive rent of £1,000 subject to review at 5, 10 and 15 years.

Notes: 1. The reversion in these properties is owned by Mrs. A. Farmer, wife of Mr. A. Farmer, a director of the Company. 2. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

3. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 4. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

5. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 6. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

7. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 8. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

9. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 10. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

11. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 12. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

13. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 14. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

15. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 16. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

17. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 18. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

19. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 20. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

21. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 22. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

23. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 24. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

25. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 26. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

27. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 28. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

29. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 30. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

31. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 32. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

33. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 34. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

35. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000. 36. The property was purchased by Mrs. A. Farmer from a third party on 17th May, 1973, at a price of £10,000.

This document contains particulars given in compliance with the Regulations of the Council of The Stock Exchange for the purpose of giving information to the public with regard to First Finbury Trust Limited ("the Company"). The Directors collectively and individually accept full responsibility for the accuracy of the information given and confirm, having made all reasonable enquiries, that there are no other facts the disclosure of which would make any statement herein misleading. Application has been made to the Council of The Stock Exchange for the whole of the share capital of the Company to be admitted to the Official List. This document is not an invitation to subscribe for or to purchase any share or loan capital. On 21st August, 1973, the Company entered into a conditional agreement ("the Hutchison Agreement") with John D. Hutchison (U.K.) Limited ("J.D.H."), to acquire from Hutchison Finance Corporation Limited ("Hutchison"), the whole of the issued share capital of A. Sealheimer, Limited ("Sealheimer"), and from Redcliffe Holdings Limited ("Redcliffe"), the whole of the issued share capital of A. Sealheimer, Limited ("Sealheimer"), and from Redcliffe Holdings Limited ("Redcliffe"), the whole of the issued share capital of A. Sealheimer, Limited ("Sealheimer"). As part of the transaction, the Company is to acquire the benefit of Redcliffe's rights under an option (the "Alpha option") on the balance of the issued share capital of Alpha. Redcliffe and Sealheimer are wholly-owned by J.D.H. which, in turn, is wholly-owned by Hutchison International Limited ("Hutchison"), a company incorporated in Hong Kong. Sealheimer, Grenville, PSO and Alpha and their respective subsidiaries are collectively referred to as the "Hutchison Companies". The Hutchison Agreement is now conditional only upon the granting by the Council of The Stock Exchange of a listing for the whole of the issued share capital of the Company, including the shares in the Company to be issued pursuant to the Alpha option. The Hutchison Companies have already become subsidiaries of the Company and that certain matters agreed to take effect upon the agreement becoming unconditional have already taken effect. The Company and its subsidiaries, together with the Hutchison Companies, are collectively referred to as the "Enlarged Group".

FIRST FINBURY TRUST LIMITED

(Incorporated in England on 2nd December, 1969 under the Companies Acts 1962 to 1968. Registered Number 64386)

Authorised
£1,100,000

SHARE CAPITAL
in 11,000,000 Ordinary Shares of 10p each

Issued and to be
issued fully paid
£896,400

LOAN CAPITAL

5½ per cent. Convertible Unsecured Loan Stock 1988/93

Issued
£1,123,500

The Enlarged Group had outstanding secured bank loans and overdrafts which on 7th September, 1973, amounted to £408,625 and £971,141 respectively. Save as aforesaid and apart from inter-company obligations the members of the Enlarged Group had no loan capital (other than outstanding or created and unused) nor any mortgages, charges or other borrowings in the nature of borrowing, including bank overdrafts and liabilities under acceptances (other than normal trade bills) or acceptance credits, material hire purchase commitments, or guarantees or other material contingent liabilities.

DIRECTORS

Sir DOUGLAS CLAGUE, C.B.E., M.C., O.P.M.T.D. (Chairman),
28 Middle Gap Road, Hong Kong.

KENNETH RUSSELL CORK, F.C.A. (Deputy Chairman),
White Roses, Barchworth Hill, Riddensworth, Herts.

WILFRED OLIVER BAKER, C.A. (Managing),
125 Stenham Crescent, London, W.11.

JOHN ALLSOP FERGUSON, C.A.,
"Bathurst", Kings Road, Longkiddy, East Lothian.

PATRICK VARNELL COLLINGS, M.B.E., D.S.C.,
28 High Street, High Wycombe, Bucks.

NORMAN CHARLES PEARSON, O.B.E.,
61 Albert Mansions, London S.W.7.

JAMES JACKHORN,
14 Woodlands, London N.W.11.

SECRETARY AND REGISTERED OFFICE

PETER HERBERT READAKER, F.C.I.S., M.B.I.M.,
63-65 Church Street, London EC3N 2DD.

BANKERS

BARCLAYS BANK LIMITED,
P.O. Box 68, 114 Fenchurch Street, London EC3P 3HY.

NATIONAL WESTMINSTER BANK LIMITED,
41 Lothbury, London EC2P 2BP.

BROKERS

ASTAIRE & CO. Limited,
117 Bishopsgate, London EC2M 3TD, and The Stock Exchange.

SOLICITORS

To the Introduction:
CLIFFORD-TURNER & CO.,
11 Old Jewry, London EC2R 8DS.

To the Company:
LINKLATER & PAINES,
Barrington House,
89/87 Greenwich Street, London EC2V 7JA.

AUDITORS AND JOINT REPORTING ACCOUNTANTS

MOORE, STEPHENS & CO. Chartered Accountants,
Buckdenbury House, London EC4P 4BN.

JOINT REPORTING ACCOUNTANTS
PANNELL FITZPATRICK & CO., Chartered Accountants,
Lae House, London Wall, London EC2Y 5AL.

TRUSTEES TO THE LOAN STOCK HOLDERS

COUTTS & CO., Trustee Office,
101 St. Martin's Lane, London WC2N 4AZ.

REGISTRARS AND TRANSFER OFFICE

HILL SAMUEL REGISTRARS LIMITED,
6 Greenock Place, London SW1P 1PL.

HISTORY AND BUSINESS

The Company

The Company's business was founded in about 1840 for the purpose of offering loan facilities to small shopkeepers and businesses and, in 1893, the Company was incorporated under the name of Liverpool and County Banking Company Limited and changed its name to Liverpool and County Discount Company Limited in 1912. The Company's present name was adopted in 1969.

The Company continued to provide banking and financial services until 1969 when shares in the Company were offered to the public and the Board was re-constituted. The Company's activities were thereafter extended into merchant banking, unit trust management, property ownership and dealing, insurance broking and investment and dealing in securities.

The Company encountered liquidity problems in 1970 and 1971 which were resolved during that period by the sale of the unit trust management companies and a number of properties and securities, together with the discontinuance of merchant banking and a decline in general financing activities. In 1972 25.8 per cent. of the then issued Ordinary shares of £340,125 of the Loan Stock were acquired by Hutchison. The Company's insurance broking interests were sold in late 1972 and early 1973.

The Company is presently involved in investment and dealing in and development (since early 1973) of properties; investment and dealing in securities; and general financing operations.

The Directors intend to improve the Company's investment portfolio in order to increase the yield therefrom and to develop selected areas, with joint ventures being entered into where appropriate. The Company's securities investment portfolio is restricted entirely to listed securities with no market share being concentrated on. The portfolio will be reduced as more profitable general financing outlets become available for the funds which will be released. Dealing in property and securities will constitute a reducing proportion of the Company's future activities.

The Hutchison Companies

The shares in the Hutchison Companies will be purchased with effect from 1st January, 1973, free from all items or other encumbrances and together with all benefits and rights, for consideration of £2,444,000 to be satisfied by the issue to Redcliffe and Redcliffe of a total of 4,808,000 Ordinary shares of 10p each in the Company credited as fully paid which will rank pari passu in all respects with the existing issued Ordinary shares in the Company. There is no consideration payable for the benefit of the Alpha option. The Hutchison Agreement contains usual commercial warranties and indemnities against taxation and estate duty. In addition a warranty has been given that the combined audited pre-tax profits (as defined in the Hutchison Agreement) of the Hutchison Companies, after deducting minority interests, for the twelve months ending 31st December, 1973, will be not less than £218,000. Hutchison has undertaken that in the event that the combined pre-tax profits of the Hutchison Companies for that period should be less than the amount so warranted a cash sum equal to the shortfall in the amount of the shortfall will be paid to the Company within thirty days of the audited accounts of the Hutchison Companies for the year ending 31st December, 1973, becoming available.

The Alpha option may be exercised at the instance of the Company, or by the minority shareholders in Alpha, within one month after the publication of the accounts of Alpha for the year ending 31st March, 1974. The consideration payable for the balance of the shares in Alpha will be a sum payable in cash equal to five-twelfths of the aggregate of the pre-tax trading profits of Alpha and its subsidiaries for the period from 1st April, 1971 to 31st March, 1974.

Sealheimer, Grenville and PSO and their respective subsidiaries are principally engaged in the distribution in the United Kingdom of toys and fancy goods and are hereafter collectively referred to as the "Toy Companies". Alpha and its subsidiaries, which are referred to as the "Alpha Group", are principally concerned in the processing and distribution of leather and similar products.

The Toy Companies

The turnover and profits before taxation of the Toy Companies in the year ended 31st December, 1972 were as follows:—

	Turnover £'000	Profit before Taxation £'000
Sealheimer	1,784	118
Grenville	602	36
PSO	386	104
Amak	311	8
	4,355	379

Sealheimer was incorporated in 1848 and carries on the business of importer and distributor of toys and fancy goods. Purchases, which are wholly imported, are mainly from the Far East and sales are to the wholesale trade in the United Kingdom. Sealheimer is a subsidiary of J.D.H. In 1963, its 52 per cent. owned subsidiary, Blue and Red Box Distributors (U.K.) Limited ("Blue Box"), was incorporated in July, 1968. The 8 per cent. minority shareholding is owned by a Hong Kong company from which many of Blue Box's purchases are obtained. Blue Box imports and distributes toys and fancy goods and is managed by the directors of Sealheimer. Both Blue Box and Sealheimer sell through representatives with the bulk of their orders being taken at trade shows and in London, and have permanent showrooms in London. No customer of Sealheimer or Blue Box accounts for 10 per cent. or more of their respective sales. Sealheimer's purchases 25 per cent. of its goods from one supplier and Blue Box 40 per cent. in aggregate from two suppliers. The Directors of the Company are satisfied that alternative sources of supply are readily available.

Grenville was incorporated in 1959 and carries on the business of wholesaler of fancy goods. Purchasing is in both home and overseas markets and selling is throughout the United Kingdom, mainly to medium sized retail outlets in bulk quantities, through a small number of agents who are paid on a commission basis and whose agencies are terminable by one month's notice by either party. One customer purchased 18 per cent. of Grenville's sales in 1972. Grenville became a wholly-owned subsidiary of Redcliffe in December, 1971.

PSO was incorporated in 1959 by its present joint managing directors to carry on the business of importer and distributor of leather and fancy goods. In the early 1960's PSO entered into an agency agreement for the sole distribution rights in the United Kingdom for all small leather goods exported by the China National Light Industrial Products Import and Export Corporation, Peking. The agreement continues from year to year and is terminable by either party giving two months' notice prior to 31st December in any year. Purchases under this agreement form the bulk of PSO's trade although purchases are made from two other suppliers who are also in the Far East. Sales are made in bulk quantities to substantial retail concerns in the United Kingdom, mainly chain stores. PSO was purchased by Redcliffe as to 75 per cent. in September, 1970, and the remaining 25 per cent. in May, 1973. PSO's wholly-owned subsidiary, Amak Productions Limited ("Amak"), was incorporated in 1954 and manufactures travel and shopping bags under the same management as PSO. Each year PSO and Amak hold a private show in London where the bulk of that year's orders is taken. 88 per cent. of PSO's sales are made to four customers; 13 per cent. of Amak's sales are to one customer.

The profit before taxation of the Toy Companies has increased from approximately £30,000 in the year ended 31st December, 1970, to £379,000 in the year ended 31st December, 1972. This increase has resulted from a considerable increase in turnover of the companies over that period and from increases in their profit margins. A significant factor was the appointment of a new management team for Sealheimer in January, 1972.

The Alpha Group

The turnover and profits before taxation of the companies comprising the Alpha Group in the nine months ended 31st December, 1972 were as follows:—

	Turnover £'000	Profit before Taxation £'000
Alpha	2,922	656
Light Leather Company Limited ("Light Leather")	284	10
Freeman Horn Company Limited ("Freeman")	477	30
Capehorn Limited ("Capehorn")	373	3
	4,056	699

Notes of the Alpha Group in that period were made up as follows:—

	%
United Kingdom	71.8
North America	2.7
Europe	10.9
Middle East	3.9
Others	1.0
	100.0

Alpha was acquired in 1949 by members of the Horn family, certain of whom continue as its executive directors. It imports com-finished and finished leathers from throughout the world for sale mainly to footwear and handbag manufacturers in both the United Kingdom and overseas. The major proportion of Alpha's sales is of finished leathers which are delivered to Alpha, sorted and despatched to customers. Crust leathers are also imported and sent to customers for dress and finished to Alpha's own designs. Alpha has a large showroom in North London, maintains a sales and service department and attends the footwear industry's trade shows. Alpha obtains 84 per cent. of its employees' general requirements and attends the footwear industry's trade shows. Alpha obtains 84 per cent. of its purchases from four suppliers. Six customers account for 36 per cent. of its home sales and one customer for 14 per cent. of its export sales. The Directors of the Company are satisfied that alternative sources of supply and customers are available. Redcliffe's holding of 75 per cent. of the issued share capital of Alpha together with its option on the remaining 25 per cent. were acquired in July, 1972.

Alpha has the following subsidiaries:—

(a) Light Leather, which was acquired by members of the Horn family in 1961, was purchased by Alpha in 1972, and carries on the business of leather merchant, dealing only in skins. Wholesale and retail sales are made and exports contribute an increasingly large part of the company's business. The skins dealt in are mainly for the garment industry, and purchases are imported from European and Far Eastern countries.

(b) Freeman was incorporated in 1964. It is a 60 per cent. subsidiary of Alpha, the remaining 40 per cent. being owned by Chelsea Industries Inc. of Chelsea, Massachusetts. Freeman and Capehorn, which has been a wholly-owned subsidiary of Alpha since 1946, carry on the business of importers and manufacturers of synthetic leathers, and similar bonded and other synthetic materials. Freeman and Capehorn purchase synthetic materials mainly from Europe and America and send these to converters in the United Kingdom who manufacture bonded materials to Freeman's designs. Sales are to the footwear, handbag and garment industries through representatives. Freeman entered into agency arrangements which continue from year to year for certain European and United Kingdom synthetic materials in bonded and other forms for sale in the United Kingdom. Capehorn obtains 84 per cent. of its purchases from one supplier and three customers account for 83 per cent. of its sales. Freeman obtains 73 per cent. of its purchases from four suppliers and four customers account for 52 per cent. of its sales. The Directors of the Company are satisfied that alternative sources of supply and customers are available.

The increase in the profits before taxation of Alpha in the nine months ended 31st December, 1972, shown in the accounts' report below, reflected the full benefits of the Company's move to its North London premises, and new overseas supply arrangements made in the previous two years. These factors produced a higher level of turnover, the effect of which on profitability was enhanced by higher margins resulting from buoyancy in world leather markets. The Directors of the Company expect market buoyancy to continue in the current financial year but at a level below that of 1972.

MANAGEMENT AND EMPLOYEES

Sir Douglas Clague (56) was appointed the Chairman of the Company on 12th April, 1972, and is also Chairman of Hutchison and of J.D.H.

Mr. K. R. Cork, F.C.A. (39), was appointed Deputy Chairman of the Company on 8th August, 1973. He is a Chartered Accountant in public practice.

Mr. W. O. Baker (47), the Managing Director of the Company, was appointed on 12th April, 1972, and is also a director of J.D.H.

Mr. J. A. Ferguson (38) was appointed a Director on 12th April, 1972, and is also a director of Hutchison.

Mr. P. V. Collings (55) was appointed on 8th August, 1973, and is also a director of Guthrie Corporation Limited and a business consultant.

Mr. N. C. Pearson (64) was appointed on 8th August, 1973, and is also a director of the United Kingdom Provident Institution.

Mr. J. J. Horn (73) was appointed on 9th August, 1973, and is the Executive Chairman of Alpha.

Mr. Collings and Mr. Pearson had no involvement with any part of the Enlarged Group prior to their appointments to the Board on 8th August, 1973 and, together with Sir Douglas Clague, are non-executive Directors of the Company.

Mr. W. O. Baker is the executive director of the Hutchison Companies and was previously a management consultant for 12 years. He has been responsible for the overall direction and financial control of the Hutchison Companies since December, 1965, or their subsequent acquisition. The day-to-day management of the operations of each of the Hutchison Companies is provided by the persons named below, who are executive directors of the companies indicated:—

Executive director	Age	Responsibility	Executive services with the Hutchison Companies (years)
Sealheimer and Blue Box			
R. M. Bowler	31	Joint managing director (administration)	5
M. Baker	35	Joint managing director (toys)	5
D. Oyam	35	Joint managing director (fancy goods)	3
Grenville			
S. Gashon	57	Managing Director	30
H. Gashon	21	Administrative director	3
F. White	51	Administrative director	1
G. Grove	37	Sales director	5
PSO and Amak			
L. Kallach	50	Joint managing director	14
L. Rosenthal	50	Administrative director	14
D. Fox	58	Production consultant (part-time)	14
F. Leulin	68		
Alpha and subsidiaries			
J. J. Horn	73	Executive chairman	25
M. Horn	69	Joint managing director	25
H. Horn	66	Joint managing director	23

The Board of the Company is satisfied that adequate management succession exists within the Hutchison Companies.

Each of the above companies carries out its own marketing, buying, staff control and accounting functions. The head office staff of 10, under the supervision of Mr. W. O. Baker, is responsible for the longer term development and overall financial control of the companies. The Enlarged Group now has a total of 239 employees. In addition to the executive directors of the separate companies set out above, and good staff relations have always existed.

By agreement, terminable on 6 months' notice, J.D.H. provides to the Company office accommodation, clerical facilities, the services of Mr. W. O. Baker, on a subsidiary basis as Managing Director, and of Mr. P. H. R. Baker and Mr. J. K. Biley as Secretary and Financial Controller respectively for an annual total fee of £20,000.

PROFITS AND DIVIDENDS

The Company

The consolidated turnover, depreciation, profits (losses) of the Company and its subsidiaries and the rates and cost of dividends paid by the Company in each of the five years to 31st December, 1972, as included in the audited accounts for those years but after incorporating adjustments reflected in subsequent years' accounts, were as follows:—

Note	1968	1969	1970	1971	1972
TURNOVER					
General financing	25,782	120,371	192,509	120,761	20,588
Investment income (Gross)	6,438	10,165	30,519	42,246	81,189
Property ownership	53,578	84,867	128,888	257,870	283,138
Property dealing	—	—	—	2,251,215	120,500
Dealing in securities	(i)	183,188	280,018	1,775,800	424,194
Insurance broking	(ii)	378,808	402,701	480,783	425,184
Unit trust management	(iii)	440,375	3,100,154	2,301,197	—
	1,128,247	4,016,096	4,828,183	3,531,109	1,032,393
COSTS					
General operating expenses	773,328	2,454,327	4,658,191	2,979,438	830,518
Depreciation	7,017	8,722	8,778	7,071	16,354
Interest paid and allowed	172,514	73,002	102,341	72,751	18,430
Loan stock interest	10,164	88,250	86,250	86,250	73,852
	963,121	3,632,301	4,855,357	3,145,510	944,164
GROUP OPERATING PROFIT (LOSS)	165,126	383,789	(26,364)	385,599	88,199
EXCEPTIONAL CHARGES	(iii)	62,190	940,371	354,692	16,881
	165,126	331,605	(866,735)	30,907	71,218
SURPLUS ON CHANGES IN INVESTMENT PORTFOLIO	—	—	—	12,398	117,898
GROUP PROFIT (LOSS) BEFORE TAXATION	165,126	331,605	(866,735)	43,305	189,114
TAXATION	78,358	160,245	75,782	127,383	90,148
GROUP PROFIT (LOSS) AFTER TAXATION	86,768	171,360	(1,042,517)	(84,081)	98,966
TRANSFER TO CAPITAL RESERVE	(iv)	—	—	7,437	70,738
SURPLUS ON PURCHASE AND CANCELLATION OF LOAN STOCK	86,768	171,360	(1,042,517)	(91,518)	28,230
	—	—	—	—	153,322
Less (Add): MINORITY INTERESTS	86,768	171,360	(1,042,517)	(91,518)	181,582
	712	1,210	(3,903)	3,125	—
PROFIT (LOSS) ATTRIBUTABLE TO SHAREHOLDERS	86,056	170,150	(1,038,608)	(84,653)	181,552
DIVIDENDS	(v)	26,250	59,030	40,850	—
RETAINED PROFIT (LOSS)	(vi)	£59,806	£111,070	£(1,079,168)	£(84,653)

NOTES:

(i) The figures for 1968 and 1969 are the profits from the transactions as shown in the accounts for those years. For subsequent years the gross proceeds and costs of sales are shown under their respective headings.

(ii) During 1972 and early 1973 the Company disposed of its interest in its Insurance Broking subsidiaries. The major source of this income was the Veller-Poley Group and a circular giving details of this sale was sent to shareholders on 7th May, 1973.

The Company sold its interests in Oceanic Unit Trust Managers Limited and Second Oceanic Unit Trust Managers Limited during 1971.

The contributions to Group Operating Profits from the above sources of income were:—

	1968	1969	1970	1971	1972
Insurance broking	65,184	28,280	10,077	18,836	—
Unit trust management	1,866	53,313	(85,181)	—	—

(iii) Exceptional charges were:—

	1969	1970	1971	1972
Change in basis of valuation of quoted securities held at year's end and amounts written off (investments in subsidiary and associated companies (see note (v) below))	—	783,314	111,854	8,193
Settlement of consensus contract relating to a subsidiary	—	—	85,659	—
Provision for doubtful debts outside normal business	—	48,250	17,000	—
Investment in and current account with The Vehicle and General Insurance Company Limited in liquidation written off (see note (v) below)	—	—	128,807	21,078

(iv) Investment properties:—

	1968	1969	1970	1971	1972
Lost on sale	—	—	24,021	4,940	—
Revaluations	—	—	84,172	3,848	—
	—	—	£24,193	£8,788	—

*These items reflect reductions in the book value of investments in subsidiary and associated companies to write down the values thereof either to subsequent sale proceeds or to a more realistic value. The results of the subsidiaries are included in the group results for the years in which they formed part of the group. In addition, losses of £22,263 in 1970 and £19,243 in 1971 were treated as arising in the normal course of business.

(v) The Memorandum of Association of one subsidiary requires surpluses on changes in investment portfolio less taxation thereon, to be transferred to Capital reserve.

(vi) Dividends paid were as follows:—

Amount of dividend	£26,250	£58,080	£40,500
Rate	12½%	20%	10
On issued share capital of	£210,000	£295,400	£405,000

The Executive's World

EDITED BY
JOHN TRAFFORD

مركز الأعمال

More power to the Dutch workers

MICHAEL VAN OS

ALL the experiments in labour being carried out in the Netherlands at present, the progress at a medium-sized installation supplier in Holland is easily the most interesting. Of the scheme, including off-shoring arrangements, rights have already been agreed for several years. A number of additional provisions for the management of the company, which is a subsidiary of the Dutch parent, will be agreed in the near future. The company, which is a subsidiary of the Dutch parent, will be agreed in the near future. The company, which is a subsidiary of the Dutch parent, will be agreed in the near future.

"Even if the CBI's proposals had stood and the Government had acted on them, the effect would still have fallen short of the Dutch experiment. For Breman Beheer has now won the power of effective veto over certain management decisions."

appointed by the first two. He, argues Mr. Eenkhoorn, ought to have a legal background. The new proposals also state that, again unlike national legislation, the chairman of the new central works council does not necessarily have to be a management representative, although a management representative may be invited to attend the meetings. Mr. K. Goudriaan of the CNV trade union, one of the major unions represented at Breman, commented that the management's proposals went further than national legislation but that the details still had to be hammered out and set out in a legal document. He added that the plan is still in an initial phase, but it begins to put into practice "one of the oldest aims of our union." Employees can now take up a better and more responsible position in the running of their own company, he said. Mr. R. Breman, the company's

Sandwich degree at Henley

BY JOHN TRAFFORD

THOSE with sharp eyes will notice an intriguing addition to the 1973-74 prospectus just published by the Henley Administrative Staff College. Next year the college is starting its own post-graduate course in management studies using, for the first time in Europe and possibly anywhere in the world, a sandwich course system. Since Henley was founded 25 years ago it has doggedly persisted with its 10-week general management course, while some 15 universities around the country have developed their own business studies departments or business schools and have been awarding masters degrees to graduates who complete the usual two-year stint satisfactorily.

Own course

The view that Henley should have its own degree course is firmly held by Professor Tom Kemper who took over as the college's principal a year ago. He searched around for a university with which to form a link and Oxford, Reading, London and the City University not matching up for one reason or another, finally reached an agreement with Brunel.

Henley has now formally become an associated college of Brunel University. The Henley staff will act as teachers and examiners while the Brunel senate will approve the degree regulations and the exam results. The new graduate programme is designed for young graduates who are sufficiently highly regarded by their employers to be released for the 18 months which the masters degree course lasts. During the course they will spend five periods of about six weeks at Henley learning management theory and then follow these up with nine week periods at their own company. The idea, as with other sandwich courses, is to practise as soon as possible the things that are learnt at teacher's knee.

YOUR BUSINESS PROBLEMS

BY OUR LEGAL STAFF

Damage by contractor's workmen

When the roof of my business premises was being repaired, the contractor's workmen damaged the facing bricks of the wall. I have now received, but not paid, the bill. How can I get an assessment of the damage done? What do you think I should do? So far as we are aware, only a surveyor can give an estimate of the damage done. You should then simply deduct this sum from the contractor's bill and pay him the rest, explaining the course you have taken. We do not see that thereafter he could sustain any action against you unless he first put the damage right, in which case you would presumably pay his bill in full.

A statutory nuisance

I have received from the public health authority a list of repairs to be done as a result of a complaint from the tenant of a cottage I own. Some of these seem to have nothing to do with health. Must I carry them out? Statutory nuisances of this kind may be relevant to the tenant's comfort, as well as to his health. If you do not carry out the works requested, you can be summoned before the magistrates, who may make an order that you do the works. If you think the case against you made out, there is an appeal from them to Quarter Sessions.

A transfer of residence

We are an Isle of Man company with a U.K. subsidiary and are considering asking the U.K. Revenue to agree to transfer the registration of the U.K. company to the Isle of Man. If we do so, would the company lose its U.K. tax losses against any future profits it might earn in the U.K.? It would appear that the losses made before transfer of residence abroad can be carried forward and utilised against subsequent profits earned by the company in the U.K., which fall to be liable to U.K. corporation tax because the company is deemed to be trading through a branch or agency here. In order to get such carry-forward the company would have to be carrying on the same trade (see Income and Corporation Taxes Act 1970, section 177(1) and (8)). However, the whole question of the transfer of a company abroad (including obtaining the necessary Treasury permission) is an important matter and you must take proper professional advice.

Solvency on winding up

I and my cousin are sole directors and shareholders of a company which we are winding up. I am told by our accountant that a declaration of solvency must be sworn by both directors at the same time before a Commissioner of Oaths. As I live in Yorkshire and he in Devon this would be inconvenient. Is it necessary? The declaration must be made at a meeting of the directors, section 293(1) of the Companies Act 1948. Your accountant is, therefore, correct. The purpose would appear to be to ensure that a Board meeting is held before calling the company meeting (in the case of a members' voluntary winding up).

The declaration must be made at a meeting of the directors, section 293(1) of the Companies Act 1948. Your accountant is, therefore, correct. The purpose would appear to be to ensure that a Board meeting is held before calling the company meeting (in the case of a members' voluntary winding up).

A change of accountants

Over a year ago I made an agreement with firm X and Company on a joint venture under clause 8 in which weekly accounts were to be prepared by Y and Company chartered accountants and sent to me. I have been satisfied with the accountants, but X and Company say they are not. They have appointed somebody else to look after the accounts, which recently they have failed to send me. Are they entitled to do this? What should I do next? It is doubtful whether the accountants can be changed without your consent. We think that you should communicate direct with X and Company pointing out that they are in breach of their obligations under Clause 8 of the contract and requiring a full explanation of the position, full details of any accountants who may purport to have been appointed to replace Y and Company, and full up to date accounts. If you do not get a satisfactory reply you should consult your solicitors.

A let through an agent

My house was let furnished through agents on a one-year lease which expired on July 31, the commission being 10 per cent. Last May the agents asked whether they could offer the tenant a further lease and I replied they could but that I was not prepared to pay more than half the previous commission. They refused to accept this and after further correspondence on my instructions they returned the deposit to the tenant. They have withheld the June rent. Are they entitled to do this? Is the termination of the agency linked to the termination of the lease? What is my position and what should I do next? Where a person sells the good-

On the footing of the corres-

A sale of goodwill

I am a veterinary surgeon and owing to ill health am selling my share of a partnership for £10,000. A friend has offered me a consultancy for this sum, which would give a retainer of £1,000 plus a share of profits on what I am able to earn. I am told that this would not enable me to avoid capital gains tax on my sale of the partnership share. What do you think?

Where a person sells the good-

DUTIVE HEALTH

ie making of an alcoholic

I. DAVID GARRICK

the more aggravating noted to Life Assurance is: "How much liquor do you consume followed immediately on acquisition? Have you been strictly sober and in your habits?" "No! No!" he replied emphatically. "Moderate, if you like. Never heavy." "What would you consider moderate?" "On a bottle and a half of whisky a day—plus odds and ends of course." "And for how long?" "I dunno exactly," he answered. "40 years alive or take a month or two, I suppose." Now his fragrant about the "odds and ends" in contrast to the certainty of the bottle and a half strongly suggested that the latter was in his office and "odds and ends" were in pious and doubtless amounted to upwards of 50 per cent. of his office stock-pile. Yet, at 75 years of age, he was displaying only mild liver damage. How his constitution had put up with this 40 odd years siege I cannot imagine, but the most interesting point was his belief that he was a moderate drinker and I often wish I had asked him what would constitute a heavy drinker. Subsequent observations make me think that he was really an alcoholic as opposed to a heavy drinker. My only reason for this supposition was his remarkable resilience to heavy and persistent drinking, a curious feature seen in many alcoholics who, despite years of rubbing at



... a bottle and a half a day—plus odds and ends ...

levels that would kill normal people in less than a decade. stagger on with surprisingly little organic disorganisation from one survival crisis to another often to survive their sober fellows, even if their lives are a living hell to themselves and their families. Although many of the pen-

trojan



g computer processing small computer prices

Introduces a new disk computer. The Nixdorf Eighty with its high storage capacity is ideal for all business procedures in large and small organisations. The system is easy to install and without specialised data processing management and staff. At around £20,000 the new trojan Eighty-Eighty is a sound economic investment. See the Eighty-Eighty in action at the Tara Hotel, London on Thursday 4th Oct 1973, or at any Nixdorf branch office.

NIXDORF
COMPUTER
sbury Road, Hounslow TW4 6JW. Tel: 01-572 3111. Telex: 934030



DECISION METHODS FOR FINANCIAL MANAGERS

Director:
Professor G. H. Lawson,
M.A. (Econ) A.C.C.A.
Professor of Business Finance.

Residential courses for accountants and managers with 10-15 years' experience in size organisations or in professional accountancy. A few places will be available for live managers.

The course aims to update knowledge of developments in managerial economics and relevant operational research in a mixture of lecture sessions and group discussions.
D.M.5 15th-22nd October 1973
D.M.6 14th-22nd January 1974
Enquiries and applications to:
Anne Brian,
Administrator
Post-Experience Courses,
MBS
Manchester Business School
South Street West,
Manchester M15 6PB
061-275 8228

Intolerable

If employed in an executive position his behaviour is so evidently intolerable that it cannot be ignored. The other two types create greater problems because they are far more numerous and in the early stages at any rate, are less obvious. But either variety—the true alcoholic who drinks his bottle or more of whisky a day for many years (interrupted only by DTs and periods of being "dried out") or the executive whose particular drink encourages the consumption of a large and mixed quantity of alcohol daily and tends to display signs of physical damage in his early 30s—will sooner or later develop serious mental and physical evidence of chronic alcoholism which may bring ruin to himself, tragedy to his family and damage to his employers. Details of the various penalties will be outlined in a subsequent article.



... is the key to understanding. FMT are experts in putting your message across in precise and easily understood English. We undertake editing and writing work of all kinds, from sales material to house journals. A full design and production service is available. FMT Editorial and Writing Services Ltd
Assess House, Elverton Street
London SW1P 2QP. Tel: 01-828 8272

Is the U.K. now short of workers?

In 10 years we have increased the national skilled labour force by at least 25,000 men. This has occurred in industry, banking, insurance and government. At least 100,000 men and women, as a result of better motivation, job design and more sensible methods of working introduced with our help, have become more productive and happier in their jobs. A commonsense joint effort of management, workers (and unions) is adding daily to their numbers. We will be glad to discuss with you whether we could usefully work together in your particular circumstances.

WD. Scott & Co. Ltd.
Specialist Management Consultants.

Hesketh House, 43/45 Portman Square, London W1H 9FG.
Telephone: 01-486 5099

London, Dublin, The Hague, Frankfurt, Brussels. All principal cities in Australasia and South East Asia.

THE FINANCIAL TIMES

Incorporating THE FINANCIAL NEWS

Head Office Editorial & Advertisement Offices:
BRACKEN HOUSE, CANNON STREET, LONDON, EC4P 4BY.
Telephone Day & Night: 01-244 8000. Telegrams: Finantimo, London.
Telex: 836341/2, 833897

FOR SHARE INDEX AND BUSINESS NEWS SUMMARY RING: 01-244 2024

Branches:
Birmingham: George House, George Road, Edgbaston, B15 2JG.
Dubai: Al Fataima St., P.O. Box 112, Dubai.
Edinburgh: 15 Hanover St., Edinburgh 2.
Leeds: Quaker Bank Chambers, Park Row, Leeds 1.
Manchester: Oversea House, 100, Market Street, Manchester 1.
Paris: 10 rue de la Harpe, 75004 Paris.
Rome: Palazzo della Pace, 00187 Rome.
Frankfurt: 100, Mainzer Strasse, D-6000 Frankfurt 1.
Geneva: 100, Rue de la Gare, CH-1201 Geneva.
Tokyo: 100, Marunouchi, Tokyo 100.
Hong Kong: 100, Queen's Road Central, Hong Kong.
Singapore: 100, Raffles Place, Singapore.
Sydney: 100, Market Street, Sydney 2.
Melbourne: 100, Collins Street, Melbourne 2.
Auckland: 100, Queen Street, Auckland 1.
Wellington: 100, Victoria Street, Wellington 1.
Christchurch: 100, Victoria Street, Christchurch 1.
Dunedin: 100, Victoria Street, Dunedin 1.

WEDNESDAY SEPTEMBER 26 1973

No one owes us a living

TO-MORROW the Government and the TUC meet again to discuss the shape of Phase Three. Throughout most of this Summer the feeling has been growing that the two sides have basically been engaged in a form of tactical shadow boxing. Neither side has made a secret of the fact that it regards the chances of any meaningful agreement as slim. Each side has been manoeuvring in such a way as to ensure that the blame for any breakdown would fall on the other.

What has been lacking is a general appreciation of the seriousness of the situation which this country faces. If any reminder could drive this point home, this week has provided not only one but two for good measure. The first has been the decision by Chrysler to dismiss 8,000 men and scale down the size of its operations in the U.K. unless the Coventry electricians' dispute is settled quickly, or, at the least, Linwood continues normal working next week. Let there be no mistake. However the blame for the dispute may be apportioned, the company once having taken its decision in principle, Chrysler U.K. is now on trial.

Use of resources

Any argument about Chrysler undertakings given at the time of the take-over are totally irrelevant in this context. It is not to build motor vehicles in this country. It did not bind itself to make very large losses because it simply cannot make cars. Chrysler does not owe us a living, just as little as any other foreign investor or the world at large. And it was precisely this point which, in a wider sphere, Lord Rothschild was making in his speech on Monday.

"We have to realise," he said, "that we have neither the money nor the resources to do all those things we would like to do and so often feel we have the right to do." All of us must accept this accusation as being in some measure aimed at ourselves. A Government is bound to reflect national moods, national aspirations—and national illusions. Yet it is also true that on a day-to-day basis it is the Government which determines the use of our national resources, which lays down the priorities, which determines the general level of activity of the economy.

Mr. Heath could do a lot worse to-morrow than to start off his meeting with the TUC by reading out what Lord Rothschild had to say. The danger if inflation is not contained may not be so immediately obvious as the threat at the time of the Battle of Britain to which Lord Rothschild referred. It is very real and very great for all that. The continuation of a situation in which domestic inflation depresses the exchange rate while in turn a falling exchange rate feeds domestic inflation is not one at which one can simply shrug one's shoulders.

It is of course possible to argue that the role of the TUC leadership is not a particularly important one at this stage, that what really matters is the reaction of the man or woman on the shop floor. The Government is obviously hoping that it will obtain in Phase Three the "reluctant acquiescence" which Phase Two commanded. Yet the climate has changed since the Spring and the chances of an effective Phase Three would undoubtedly be enhanced if the TUC leadership accepted the necessity of the proposed measures.

Even if, however, such acceptance could be secured on the grounds of national emergency—and the chances do not look very bright—the Government still has to act in those spheres which are directly and specifically its responsibility. No incomes and prices policy can work if the economy is overheated and the money supply allowed to grow too fast.

Economy overheated

That the economy is badly overheated there can be no doubt. In the South-East the number of unfilled vacancies is now more than twice as high as the number of unemployed. The scramble for labour is on. Wide areas of industry are affected by materials and component shortages. And if any national indicator were needed to bring the lesson home, the trade gap does just that—at a time when British exports overall are more price competitive than they have been for many years.

The Government can plead that to throttle back now, when no-one can any longer be certain just how long the world-wide boom may last, would be untimely. It is certainly true that it should have acted some considerable time ago, at the latest in this year's Budget. It is clearly worried about the effect which any cut-backs in demand would have on the unions and on general confidence.

But can it really be argued that a recognition that there are limits to what the economy can bear would be more destructive of confidence than the present position? We are for once in a situation where home demand could be moderated without any major impact on the overall level of activity. The export opportunities are there if the goods are available. Exporting may not be positively fun but it is highly profitable for many British companies.

The area where the cuts should come first is Government spending. As it is, the indications are that Government expenditure has been falling short of estimates because of the sheer inability to place orders, particularly in construction. The Government should make a virtue of this necessity. It should hold back orders which it may be about to place and should announce this, and it should make clear just how far its spending is falling behind schedule. Nothing would be better designed to restore confidence to financial markets than the knowledge that the Government was determined to bring down its borrowing requirement.

Secondly, it will have to keep the money supply under much stricter control than in the past. Interest rates must by now reflect inflationary expectations to a considerable extent. Industry is reasonably liquid, provided that the Government does not clobber profits in Phase Three. Some relief may in due course come on the international interest rate front. The key to confidence is that industry should believe that the Government has got a grip on the economy and that it will itself be able to make rational forecasts about future costs. Industry's greatest fear is that if we go on inflating at the present rate the inevitable stop would be the worst this country has seen for at least a generation.

The ultimatum from Chrysler U.K. to its workers gains credibility from the growing integration of the parent corporation's European interests. A run-down in Britain could be taken up elsewhere...

The threat to Britain's place in Chrysler's empire

BY JAMES ENSOR

THERE HAVE been many threats over the past five years by major American automotive corporations about diverting investment away from Britain. The chairman of both Ford U.K. and Chrysler U.K. has issued such ultimatums during past strikes. Often, it would seem, the British trades union movement, particularly at shop floor level, has lulled itself into the cosy belief that such threats would be too expensive to carry through. Certainly, both companies have continued to invest substantial sums in Britain, despite threats made in the heat of a strike.

But few people could be so complacent as to think that Mr. Gilbert Hunt, chairman of Chrysler U.K., was bluffing on Monday night when he warned that the company would dismiss 8,000 manual workers and 2,000 staff—or about a quarter of its British employees—unless the current labour troubles are solved. For there is one major difference between Mr. Hunt's warning and earlier pronouncements. Mr. Hunt gave detailed figures and a clear timetable: it is unlikely that anyone of Mr. Hunt's intelligence would make such a careful plan unless he was prepared to carry it out.

Weariness in Detroit

There is clearly a sense of bitter frustration within Chrysler. This is apparent amongst the production planning and sales staff at the Coventry offices; it is apparent at the London headquarters.

More ominously, it is apparent at the Detroit headquarters of the Chrysler Corporation, where there is a growing weariness with the pugnaciousness of the British car worker. Some observers in Detroit evidently believe that Mr. John Riccardo, the tough ex-accountant who presides over Chrysler, would be happy to sell its British operation if he could find a buyer.

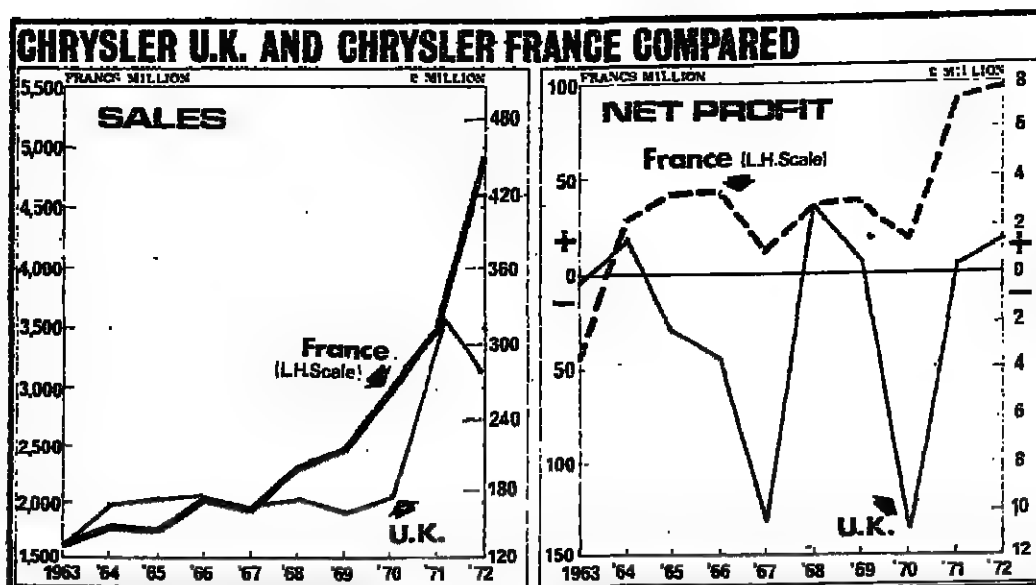
For in the eight years since Chrysler bought its first 30 per cent stake in Rootes, later renamed Chrysler U.K., the company has had only four years of profitable operation. The modest profits made in those good years of 1968-69 and 1971-72 have been washed out by the losses in a single bad year. Overall, in the eight years from 1965 onwards, the company has accumulated losses of £21m. This year, which started with great promise as Chrysler U.K.'s production and market share rose, may well now turn out to be the worst of all.

Although Chrysler was able to buy into the ailing Rootes operation relatively cheaply—picking up the final 12 per cent of the shares for only £8m—it has invested substantial sums in

The fastest growing

In both France and Spain the problems to-day have been substantially solved. Simca has lost market share within France, but this has been more than compensated for by a surge of exports to the other Common Market countries, including Britain. Production, which has not been seriously interrupted, since Chrysler acquired control of the company in 1963, has grown rapidly, making Simca the most expansionist operation within the whole Chrysler empire. From total output of only 280,000 cars in 1962, Simca has doubled in a decade to reach just under 500,000 last year.

The French company, which made a substantial loss in 1963, earned modest profits throughout the decade. In the past two years, helped by the popularity of the Simca 1100 in Germany and other European export markets, Chrysler France recovered to a profitability that compares with that of other European car makers—though it is still far below what Chrysler is used to earning in North America.



The Spanish company plunged heavily into the red during 1970 and 1971, losing 800m. and 700m. pesetas in these years. But, last year's recovery, engendered largely by exporting the Simca Milles back into France, helped Chrysler España to turn in its first small profit for many a long year. With the Spanish market growing faster than any other car market in Europe, Chrysler confidently expects

from its highly profitable Opel plant at Russelsheim that Chrysler does at Poissy, Coventry, Linwood and Madrid together.

The company's long-range plans for strengthening its European operations involve a far-reaching integration of the British, French and Spanish operations. The Chrysler 180/180 car line, designed in Britain but manufactured in France for sale throughout Europe, is a forerunner of future models.

Next year, a smaller car in the 1500-1700 cc range would be introduced to replace the ageing French and British designs in this size range. Like the Chrysler, it would have a common styling, and would probably be manufactured in Britain, France and Spain.

This strategy will give Chrysler a great deal of flexibility to build up production in Europe wherever it finds the most hospitable climate.

The French had hoped to build a new plant at Valenciennes, a proposal which was prematurely announced by President Pompidou but officially denied by Chrysler. Instead, the company evidently planned to make better use of spare capacity at its British plants, particularly at Linwood. But the strikes in Britain this year must have given Chrysler cause for reflection.

CHRYSLER PRODUCTION WORLD WIDE

Make	Country	Volume
Plymouth	U.S.	614,000
Dodge	U.S.	517,000
Simca	France	493,000
Dodge/Plymouth	Canada	265,000
Hillman	U.K.	243,000
Mitsubishi (affiliate)	Japan	222,000
Chrysler	U.S.	205,000
Simca	Spain	47,000
Plymouth	Australia	40,000
Imperial	U.S.	15,000
Valiant/Hillman	South Africa	11,000

that its troubled subsidiary, which holds fourth place in the market, will show increasing momentum.

Deep-rooted problems

Only in Britain has Chrysler found the problems so deep-rooted that losses have continued. The irony is that in the first-half of this year, helped by the strong U.K. market and the continued success of the Avenger, Chrysler U.K. was earning profits comparable to those of Chrysler France. The management was just beginning to congratulate itself on turning the company around when it ran headlong into the most serious run of labour disputes in its history.

The current electricians' strike and the earlier "shoddy work" dispute when Chrysler

is a body-blow of a kind which in its precarious financial position it can ill afford. The Chrysler Corporation has deliberately turned off the investment tap and instructed its British operation that any future expansion must be financed out of its own earnings. Thus Mr. Gilbert Hunt is bitterly aware that the long-drawn-out battles of the past months have cut into the company's future growth.

Three million man-hours which Chrysler has lost within its own plants this year are greater than the loss for the whole of last year. In financial terms, they probably mean the loss of £50m. to £60m. sales revenue. They certainly mean that Chrysler U.K. will not show a profit in 1973.

Chrysler's operations in Europe are considerably smaller than those of General Motors and Ford and geographically more diffuse. General Motors, for example, produces more cars

Taking up the slack

The growing integration of Chrysler on a European basis is what gives force to Mr. Hunt's threat. If Chrysler U.K. were a purely British concern, the reduction in labour and corresponding rundown in output would be self-defeating. But it is no longer a purely British company, and it would be simple for Chrysler to re-allocate export markets either to Simca or to its Japanese affiliate Mitsubishi to take up any slack caused by British decline.

To some extent this is already happening. Chrysler failed to anticipate the strength of the small car boom in America and did not develop a sub-company to compete with Ford's Pinto and GM's Vega. Instead, imported British and Japanese small cars. Initially the Hillman Avenger—sold as the Plymouth Cricket—and the Mitsubishi Colt—sold as a Dodge—started on an equal footing. Chrysler's own internal evaluation shows the Avenger to be much the better car in design terms.

But the failure to supply cars to meet delivery deadlines at the poor quality of some cars despatched led to the withdrawal of the British model from the American market. Plants which are constant interrupted by strikes rarely produce trouble-free cars as Chrysler's proved no exception. It was concern over quality which led Chrysler to take a hard, un diplomatic, apparently ill-conceived line in the "shoddy work" dispute.

Centre for expansion

In South Africa, too, where British cars are assembled for kits, Chrysler has introduced Mitsubishi. Since the American company has only a 35 per cent stake in the Mitsubishi company but directly owns Chrysler U.K., a decision to substitute Japanese for British cars is not taken lightly. But the British plants continue to fail to meet output targets, so such decisions are likely in the future.

The fact that major international car companies can do switch their source of supply in response to poor output performance is obvious from a history of Ford. But in the strike in 1970, Britain was almost certainly have been a centre for an expansion of Ford engine manufacturing: capable to supply overseas assembly operations. Instead, the plant was based in Brazil. Similar British labour relations a the resulting uneven quality of British cars played a part in the decision to export German instead of British Capris to the U.S. and to transfer the production of the Pinto engine from Britain to America.

Major transfers of resins cannot be made easily, even American multi-national corporations. No company would willingly close down operational plant in one corner in order to build another from scratch somewhere else. However, firms can divert resources to the most appropriate site. But for the strikes, it would almost certainly Britain in Chrysler's case.

MEN AND MATTERS

Silence is golden?

In one sense at least, the proposed takeover of Alexander's Stores by Cedar Holdings is an appropriate one. The Cedar directors have never been noted for their willingness to talk about their business; indeed, although they give face-to-face interviews with the Press, they never make themselves available to journalists over the telephone. And, on the evidence of yesterday, they are linking with equally uncommunicative partners. Dr. Edward Miller, one of the directors at Alexander's, said, when rung, that the company was always receiving offers and stressed that there could be "no comment at this end" on the Cedar announcement.

Why Alexander's should be so coy is a little mysterious, since, according to the Cedar announcement, the Miller family, which controls over 80 per cent of the equity, "irrevocably committed themselves to accept the offer." The three directors—Dr. Edward Miller, Martin Miller, and Jack Miller, the chairman—will also, according to the statement, "be entering into service contracts for a period of five years," in order to continue and develop Alexander's furniture retailing business.

But why should Cedar, one of the big names in the second mortgage business, be buying a furniture retailer? The answer seems to lie in Alexander's property—14 shops scattered through most of Scotland's larger towns. Earlier this year Cedar, which has Scottish and retailing origins itself (the chairman, Jack Morrison, once ran shoe shops in Scotland) merged with the property group Amalgamated Securities in which the Morrison family already had a substantial stake.

Passport problems

Tanzania's decision not to admit people with South African, Rhodesian or Portuguese stamps in their passports will mean more work for the British Passport Office. For some time now it has been discreetly issuing "temporary passports" to businessmen or tourists visiting sensitive countries. These "clean" passport, without any offending stamps, while keeping another one for regular travel.

Several Arab countries will not countenance Israeli stamps; some countries have been known to refuse admission to people with Communist stamps; and Algeria and Guinea are already doing what Tanzania proposes to do.

The temporary passports are valid only for a year (their secondary use is for businessmen who travel a lot and find there are long delays in obtaining visas). Clearly travellers are going to have to be increasingly careful about showing passports with the wrong stamps. But some Israeli frontier officials unofficially solve the problem by, if asked, not stamping passports at all.

Tuning in

The razzmatazz for the birth of commercial radio has started to build up. Would you believe, for instance, that if you tune into

417 metres on the medium wave band (or 97 VHF) at 8.15 this morning you could hear the first ever radio commercial transmitted from the mainland of Britain. London Broadcasting, which starts regular programming on October 8, has persuaded the Post Office to allow it to transmit a commercial to sell the station.

It has alerted 11,000 potential advertisers and their agencies through a mailing slot and those that listen this morning, or to-morrow at noon, will get 15 minutes of interviews with the presenters of London Broadcasting. If this seems too incestuous to make bright listening, it will also be a second milestone in British commercial radio associated with the new station. For one of London Broadcasting's shareholders is George Clouston of IBC Sound Recording Studios, and back in the early 1930s it was in one of Clouston's studios that the first commercial made for a British audience was recorded. It featured Gordon Selfridge telling Radio Normandie listeners to come to shop at Selfridges.

He developed Mecca with the late Mr. Carl Heimann, a Dane, from the early 1940s when they took control of what was then principally a catering group. Fairley's father owned a catering and dance hall business in Edinburgh so he was born into the business.

For years he used to design the Mecca dance halls, himself and attend to every detail, right down to the door knobs. But he has been gradually giving up responsibilities and resigned as chairman in 1972. Now he is leaving the Board of the parent concern Grand Met, but will remain "consultant to the entertainment division of the company."

Fairley bows out

Alan Fairley, the man who built up Mecca, the business that brought us such goodies as "Come Dancing" and "The Miss World Competition," has eventually decided to take what he calls a "postponed retirement." When Mecca sold out to Maxwell Joseph's Grand Metropolitan Group in August, 1970, Fairley told shareholders he would be leaving after about a year when the two companies should have settled down together.

Instead, he stayed on for more than three years. During that time there have been moments when the tension between Mecca's chief executive

ADVERTISEMENT

Directors must Breathe

And preferably, clean air. Even in the office. That's the view of Paul Murray-Jones, international money-broker and connoisseur of clean air. A former submarine commander, he has taken a special interest in the quality of the air he breathes.

That is why he became chairman of the new Guildford-based firm that is launching its "clean-air" machine this month. Described as the first British-made, high-performance electronic machine of its kind, it will clean and recirculate the air in a room occupied by up to thirty people, for the cost of running a single electric light bulb.

The AIRMONITOR will be welcomed by smokers who like to see the other side of the room, by non-smokers who are tired of inhaling their neighbours' airborne refuse, and by hay-fever sufferers dizzy after a long summer's sneezing. If you live or work in an urban environment these days, the air you breathe out-of-doors is certain to be polluted, but there is no reason now why life should not be healthier indoors.

This Surrey firm is not concerned with air-conditioning: whether the atmosphere in a building is hot or cold, moist or dry. Renovair Ltd. is in the "clean air" business. Call it air-reconditioning if you like, or recycling (to be fashionable), with a thorough cleansing on the way.

Join The Club

Within days of this product being announced, there were reports of satisfied users. An insurance company whose boardroom doubles as the directors' dining room. The oil-company director who came out smiling from a conference

room for the first time in his 15 prescriptive career. And the man who remembered a newspaper report on the risk of cancer from inhale cigarette smoke from his pipe's puffing.

Because the AIRMONITOR quiet, compact and portable, well as being nearly 100 per cent efficient, it is ideal for office use and equally desirable for home, pub or golf club.

With the flick of a switch, you can get rid of a "purely atmospheric" banish the lingering bouquet of boiled cabbage from the lounge and keep the kippers where they belong—in the kitchen. The persistence of fresh paint becomes a thing of the past, and even the scent of an ageing spaniel on the hearthrug is no longer noticeable.

Go to Fortnum & Mason, Harrods, Harvey Nichols, Debenhams tomorrow, for "breath" of fresh air with the compliments of Renovair.

Better still, give Renovair a write or ask your secretary to write one of their beautiful brochures. Renovair cannot claim, as the chairman can, to have more direct telephone lines than almost any body in this country, but there's four and their number is easy to find.

Just remember! In one cubic inch of air, there can be as much as a quarter of a million particles of no particular use to your lung and most probably harmful in the long run. That's a job for sophisticated machine. Fortunately, there is one on the market now.

So this is your chance to strike blow for clean living. Why not borrow an AIRMONITOR for few days? The delivery and trial will cost you nothing. You know the number. Renovair Ltd., Airmonitor Works, Millmead, Guildford, Surrey. (Telex 85324).

Observer

Swelling the ranks of discount traders

BY SANDY McLACHLAN

LAUNCH of Argos discount stores under the guidance of Mr. Richard Tompkins, managing director of Shield Stamps, has proved an instant success. The range of goods offered, from consumer goods to jewellery—all at substantial discounts on prices produced by conventional methods—has quickly exhausted the company's stock. It is only the latest company to join the discounting boom, and in spite of the publicity, it is no isolated story. Over the past few years, specialist discount stores have emerged in fields ranging from furniture and their home prices are present a challenge to existing outlets.

olished

Success of the pioneers—show an average of 50 per cent annual growth in profits over several years—has rapidly attracted new entrants, including existing ones. The latest of these is Argos, the subsidiary of Electric Traction, which announced that it will have pushed itself to the forefront of development.

to complement its 300 retail outlets whose main business is TV rental. The discounting penetration may currently be sparse both geographically and in product terms, but it is not likely to remain so for long. Discounting means undercutting the manufacturer's recommended price. This has been going on at least since retail price maintenance was abolished in the middle 1960s. Therefore the emergence of "discounting" as an identifiable sector of the retail trade must involve more than just selling below the recommended retail price.

In the grocery trade, groups like Tesco have already undermined the existence of RPM by developing the self-service supermarket. This involved the reduction of labour overheads at the point of sale—that is fewer shop assistants, allowing lower prices.

The formal abolition of RPM enabled retailers in other fields to institute more flexible pricing policies, either by using bargains or loss leaders to attract customers, or by trimming retail margins across the board on the basis that extra profit could be won from higher sales. The abolition allowed grocery retailers to pursue their pricing policies without obstruction from suppliers (which previously was not uncommon) and to turn their attention to non-food goods.

The supermarket and the cut-price conventional retailer were in effect offering the public an extension of the range of shopping possibilities, either in the sense of shopping around to find where a particular commodity was on special offer, or by accepting a lower price, lower service facility.

The true discount retailer



Mr. Richard Tompkins of Argos.

takes this idea to its logical conclusion and relies on the sheer price attractiveness of his products to bring in customers. He largely dispenses with service—whether in terms of surroundings (many discount operators operate from lightly converted warehouses), location (rents are cheaper in non-central areas), or wide product range.

He concentrates on cutting prices to the lowest level consistent with making a good profit and usually does this throughout his product range rather than picking special products to promote from time to time. Usually he concentrates on selling manufacturers' branded products rather than own-label goods, so that he is offering a low-price commodity.

Perhaps the most easily identifiable discount company is Kwik Save Discount, the grocery chain started by Mr. Albert Gubay (since retired to New Zealand) on the simple philosophy of "pile it high and sell it cheap". This group avoids any ostentatious presentation of its goods on principle and restricts its product range to "necessity" items. The housewife will know most of the prices of these and can

calculate the savings. Kwik Save is equally prepared to open small or large stores; in each case its philosophy is to offer the shopper, and that, once attracted to one of the housewife facilities too.

As with a number of other discount operators, Kwik Save's business is based in the North Midlands, and this brings it into close contact with another grocery discount operator, Asda, the Associated Dairies subsidiary in this field.

Asda is a bit more glamorous than Kwik Save, operating from large stores and offering a considerably wider product range. Farly for this reason, the two seem complementary rather than competitive when sited a railway siding) which pro-

vided the foundation for Queensway, the furniture discount store that same to the stock market this summer. The retail discount side of Queensway, which started in carpets and moved into furniture as trade expanded, is a classic example of the development of a discount business. Large low-cost premises allowed a good display of goods—albeit in bare surroundings—but at much lower prices than in department stores. As this formula attracted custom, the build-up of sales allowed the company to improve its price competitiveness further by bulk purchase. Now Queensway is spending money to improve the layout of its furniture and carpets, but still with nine context of out-of-town warehouses and a selling slogan which states: "Guaranteed the lowest price on earth."

Kwik Save and Queensway are only two of a number of companies who have made their Stock Market debut on the back of the discounting boom. In the furniture field there have been two others: Allied Carpets and Knott Mill Holdings, which is a specialist carpet retailer relying on high turnover and bulk purchase to enable it to offer branded makes at discount prices.

In electrical goods, Comet Radiovision Services operates a number of discount warehouses in addition to its mail order and conventional retail business. In the do-it-yourself field, Status Discount operates more than 40 retail stores whose main sales are paint and wallpaper. In some areas discounters tend to band together to offer as wide a range as possible to customers. Kwik Save, for example, lets out space to other retailers in some of its larger sites and it is common to see price.

Status and Kwik Save side by side. Cut-price motor accessories are another useful adjunct to a discount complex. The retail discount side of Kettering Motor Services, for example, shares a site with Kwik Save in Rochdale and another with Status in Mansfield.

The discount groups' share of the total retail turnover is probably still not much more than 1 per cent. But with faster than average growth, together with the increasing number of new entrants to the field, they are expected to treble this market penetration by around 1980.

Varieties

Although new companies with their roots in discounting will be the most obvious participants, a share of this expanding market will undoubtedly go to established retailing groups who see a discount operation as an extension of, or complementary to, their existing trading pattern. The traditionally high-cost retailers—the department stores—are in a number of cases moving into discounting in out-of-town hypermarkets, some in partnership with major food retailers.

As the varieties of cut-price retailing ventures proliferate it will become increasingly difficult to put a figure on the sales of "true" discount operators. But for the consumer, who is unconcerned with statistical definition problems, the benefits are unlikely to be in doubt. Aggressive cut-price operations, whether in armchairs or baked beans, will not only sharpen competition across the board, but will offer a wider choice between varying combinations of convenience, service and price.

Labour News

Engineering deal for white-collar grades

HEN ELLIOTT, LABOUR EDITOR

ERING employers and clerical staff have completed a new agreement covering 300,000 white-collar workers. It is aimed at consolidating staff relationships for an expansion of the union.

The deal is the first of its kind reached by the Engineering Federation and three unions—the Associated Professional, Executive, and Computer Staff, with the white-collar of the Transport and Workers' Union and the Municipal Workers' Union.

It signed in clerical and similar staff has been agreed but talks aimed at similar arrangements in the technical section of the Engineering Federation of Workers and the of Scientific, Technical and Managerial Staffs.

land to brief unions management changes

EL HOWELL, LABOUR REPORTER

LEYLAND is to brief staff at a meeting in 1 month on the company management re-organisation.

meeting—timed to coincide with the regular Con- of Shipbuilding and Engineering Unions meeting in 1 month—will be a management re-organisation of the company.

in sight to Adwest engineering sit-in

ER CARTWRIGHT, MIDLANDS CORRESPONDENT

n the five-week-old "sit-in" at Adwest production plant, staff at Adwest in Birmingham, was in sight. A 14-hour sit-in had to be called off by the police.

clerical deal is that negotiating rights in a new bargaining unit would automatically go to whichever of the three unions has majority membership. That would, it is hoped, reduce inter-union friction as white-collar unions expanded.

The majority union could invite the other two to join in negotiations, but if it did not do so they would only have rights to deal with management on cases affecting individuals, not collective bargaining.

The unions have also agreed a move which the employers hope will keep them as far as possible out of inter-union rows. Unresolved disputes between unions over recruitment and spheres of influence are to be passed to the TUC disputes committee before any industrial action is staged.

Improved redundancy arrangements in the agreement provide that employers must allow up to four weeks for consultation before giving formal notice of redundancy dismissals. Dismissal disputes procedures have also been speeded up.

One of the effects of the shake-up has been to deprive Austin Morris of its status as a self-contained product division, manufacturing and purchasing responsibilities having become a corporate function. This follows the announcement earlier in the year of a £500m five-year British Leyland investment programme.

Other customers including Ford, Aston Martin, Rover, Jensen and Lanchester, which used its good offices to bring the two sides together, had to reschedule production to avoid lay-offs.

The strikers were demanding assurances on job security—in the light of some equipment having been transferred to an expanded factory at Sunderland—increased bonuses and wage rates.

After the meeting Mr. Pat Farrelly, district organiser of the Amalgamated Union of Engineering Workers, the only union representing production workers, said that assurances had been given regarding future prospects at Reading in terms of investment and jobs.

The wages structure would be overhauled to ensure it would attract the number and quality of workers required for the future.

More Labour News, Page 14

Plan for a smaller Earls Court centre

BY JOE RENNISON

IF PLANS put forward by Sterling Guarantee Trust are approved the size of Earls Court, the main London exhibition centre, will be reduced from 300,000 square feet to 300,000 square feet after redevelopment.

This would mean that major exhibitions such as the Motor Show and other large industrial exhibitions requiring a large amount of space—about 15 in all—would have to move to the new exhibition centre being built in Birmingham.

Earls Court will probably be phased out for redevelopment during the latter part of 1976 and reopened at the end of the decade.

The new centre will incorporate all the latest ideas for exhibition work and will include a trade centre and shopping facilities.

While Earls Court is closed exhibitions wanting to remain in London will have to move to Olympia.

When Earls Court is reopened Sterling's intention is to close

Olympia. What will happen to the 11-acre site is as yet uncertain but it is unlikely to remain as an exhibition centre.

Mr. Jeffrey Sterling, chairman of Sterling Guarantee, said that it was far too early to speculate about what would happen to the site. The project was still some six or seven years ahead.

Development

Some form of comprehensive development was likely to take place, he added, incorporating offices, shops and housing. It was to be hoped that some form of development suitable for that area at that time could be arranged between the Borough of Hammersmith and the development company.

There would be ample opportunity for dialogue with the planners before redevelopment took place.

The redevelopment of Earls Court site is being undertaken in conjunction with Team and City Properties.

Wanted IRA leader at Belfast funeral

BY RHYS DAVID

BELFAST, Sept. 25

MR. DAVID O'CONNELL, the Provisional IRA leader, wanted to slip into Belfast today to appear at the funeral of Mr. James Bryson, a Provisional staff captain who died at the weekend after being shot by the Army three weeks ago.

Mr. O'Connell—wanted on both sides of the border—left after the church service and was not present at the cemetery, where it was thought he might give the graveside oration. This was given instead by Mrs. Marie Drumm, vice-president of the Provisional Sinn Féin, whose speech indicated that the dispute between the Official and Provisional wings of the IRA is far from settled.

She criticised the Officials, who are widely believed by the Provisionals to have played some part in Bryson's death for not reserving their policy of non-

violence for the British Army. She said they had not hesitated to use violence on others and warned that "their guilt would receive its own red robes".

Several thousand people lined the streets for the military-style funeral, but there was no massive display of unarmoured IRA strength. The coffin, draped in an Irish tricolour, was accompanied by six IRA girls and 20 or 30 IRA youths.

A member of the Official IRA who was shot twice in the last six months ago is what was thought at the time to be an internal IRA dispute was feared dead today at the roadside near Newry. The man, James Larkin, 24, had been shot in the head.

In Londonderry a 14-year-old boy was shot dead when he was returning an armoured car to a house where he was working. He was one of the people who died when three car bombs exploded last year in the village of Claudy.

Tesco may introduce cheque cashing

BY KENNETH GOODING

TESCO, the supermarket group, might start a cheque cashing scheme at some branches from next March, Mr. Leslie Porter, the new chairman, said yesterday.

The scheme will probably provide a service for customers during late-night trading on Thursdays and Fridays and also on Saturdays. Tesco is thinking of charging 10p for each cheque cashed.

Its plan is similar to one launched by Securicor and Cheque Indemnity in May 1969, after the clearing banks ended Saturday opening. This scheme stopped and was ended after four

months. It was rejected at the time because of the cost of 15p charged for each cheque cashed.

Mr. Porter commented yesterday: "We are very serious about this, but it will be a happy straight away. So many customers have asked us if we could provide a service when the banks are closed that we have had our marketing department look at the possibilities."

He anticipated having the proposal on October 15. "I would expect to start at about March 1st, but we will be looking at the possibilities next March," Mr. Porter added.

Montague Burton Property deal

BY NICHOLAS OWEN

PROPERTIES WORTH nearly 12 properties soon to be redeveloped. The consideration for the deal is £12.34m. Montague Burton Property will be the issue of 12.34m. investments, the company MBPI shares.

launched 11 months ago as the property vehicle of the Burton Group, the first call on considerable scope for MBPI to buy more Burton properties.

MBPI is also spending £7m on a portfolio of 17 properties parent company, independently controlled by a private company, valued at £11.6m. These include Second Union Property Group.

Of the consideration, £4.2m. will be in cash and 8.1m. MBPI shares will be issued at 80p each. Two of the principal shareholders in the company are Mr. John Brown and Mr. Alan Watts, who will continue to supervise the company's development programme.

Second Union's shareholders can elect to take cash for the 800,000 shares involved—Burton Group will buy them back at 75p each and warehouse space and over at any time during the first 18 months, and then at 80p for another 31 years.

Burton Group has around 80 per cent of the capital of MBPI, whose assets have doubled since its inception to £39m. with yesterday's deals.

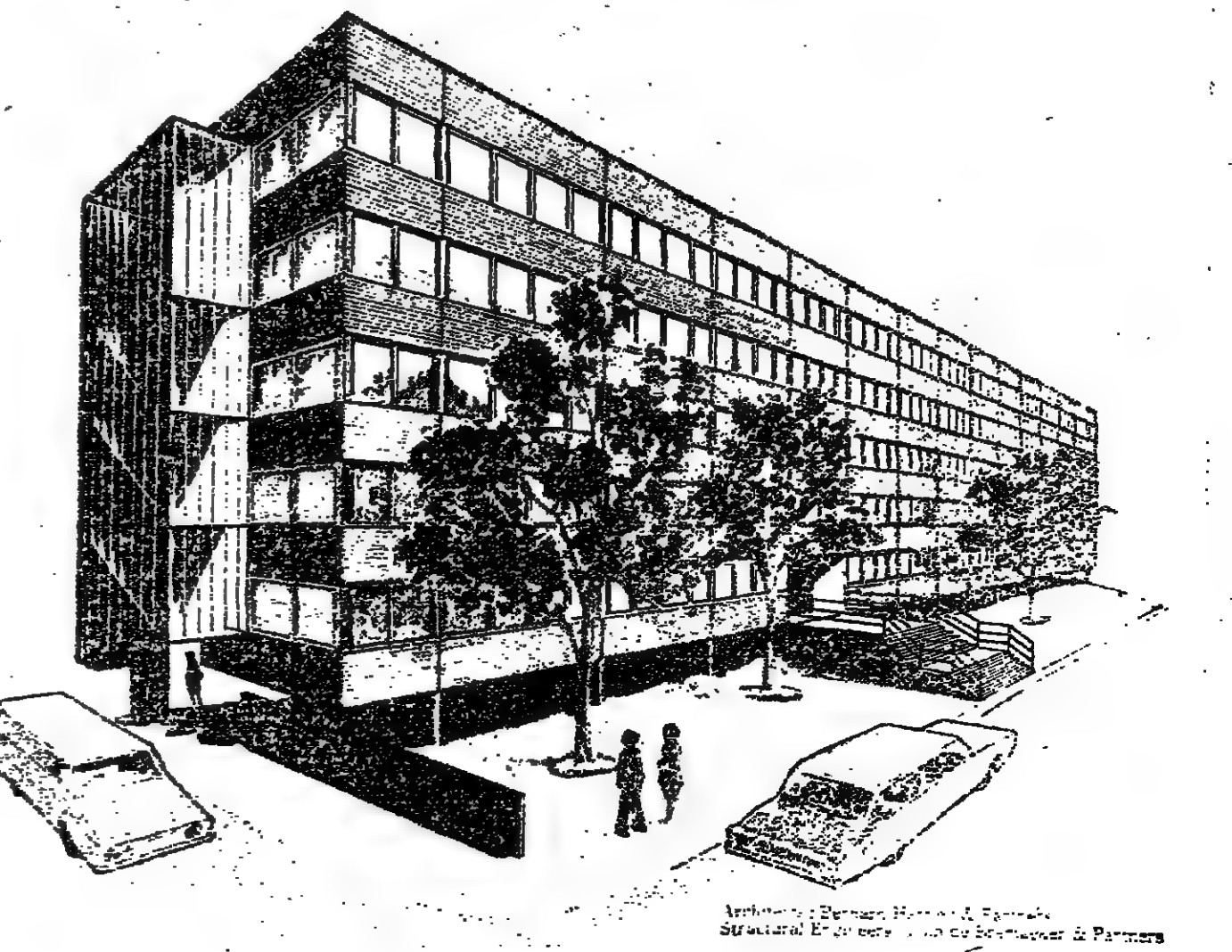
In area, MBPI owns or has development schemes in hand providing 800,000 square feet of offices, 800,000 square feet of industrial and warehouse space and over at any time during the first 18 months, and then at 80p for another 31 years.

Take for example our £1.5 million prestige office development under construction in the centre of Gravesend in Kent. Occupying 50,000 sq. ft. the 5-storey block and basement car park are designed to meet every demand of today's commercial life.

The illustration is an artists impression of the completed development. This is a typical example of the versatility and skill which Rush and Tompkins are bringing to development projects in Britain and Europe.

"Put your land where our skill is"

Rush & Tompkins Group Ltd., Rayleigh House, Sidcup, Kent. Tel: 0181 488 2222



Varney prospects excellent

The interim dividend is lifted from equal to 4 per cent to 4.3 per cent, gross—3 per cent, net. This represents a net distribution of £32,400, which with tax credit is equivalent to £40,286 gross (£43,200).

The chairman says that under normal circumstances the first half should include a further 3 per cent interim but have not done so in order to avoid the possibility of having to reduce the amount paid as a final 14 per cent. gross last year—should the current regulations be maintained.

As indicated in his statement of April, new whisky is being produced at full capacity, while both export sales and by-products continue to show a greater contribution, he says.

The company produces Scotch malt whisky.

Profit for the first half includes that arising from certain sales which heavily count in the second half. It is thus likely that the rate of increase during the second half will not be as great, Mr. Williamson explains.

Work on the increase in the capacity of the distillery by 1m. gallons "is progressing satisfactorily and without interference to current production."

capacity of the distillery by 100,000 gallons "is progressing satisfactorily and without interference to current production."

Oil Exploration

In February this year, the consortium formed by Phillips Petroleum Company, in which B.E.T. is a participant, discovered oil on Block 16.29—the Maureen field—which is about 170 miles north-east of Aberdeen. On prolonged tests the well yielded a flow rate in excess of 3,500 barrels of 36° gravity oil a day. Further drilling will be required to evaluate the discovery and this is currently planned for the

At present, the consortium is drilling on Block 210/15, north-east of the Shetland Islands. The consortium holds licences in respect of 10 blocks (including the two already mentioned) in the United Kingdom sector of the North Sea and has a one-half interest in four other blocks in that area. The consortium also has licences for two blocks west of Shetlands and one block in the Celtic Sea.

B.E.T.'s interest in the consortium is 7 per cent in one area and 5 per cent in the rest.

Rediffusion

For the second year in succession, Rediffusion's results showed a substantial improvement, the pre-tax profit for the year to 31st March 1973 being £12,327,000, compared with £8,238,000 for the previous year.

Colour television sets were the outstanding contributor and, over the year, the number of such sets on hire more than doubled. A considerable proportion of the hirings of colour sets came from existing customers, changing

from monochrome, but the greater proportion consisted of entirely new customers. Redifusion's "Bristol Canal"—an experiment in local community television over its cable network in that city—was inaugurated by Sir John Eden, Minister of Posts and Telecommunications, on 17th May this year. Redifusion Radio Holdings, which was formed to promote Redifusion's participation in commercial radio, played a leading part in the establishment of Capital Radio and in preparing that company's successful application for a licence from the London Radio Authority. Radio Holdings has a 15 per cent equity interest in Capital, which is expected to start

organised and now consists of three operating subsidiaries. The combined results show much improved return and the upward trend of profits continues. One of the subsidiaries, Rediffon Telecommunications, won the Queen's Award for Industry this year, in recognition of export achievement: during the financial year 1972/73, 61 per cent of the company's sales went overseas. Rediffon Flight Simulation achieved a remarkable success in the highly competitive market in which it operates, winning five of the seven major simulator orders placed by the world's civil airlines in 1972. During 1973, orders for a further four simulators have been secured, comprising a Jumbo jet simulator and three simulators for wide-bodied jets similar to the Jumbo.

largely attributable to the uncertain situation in Hong Kong. Following the announcement that a second wireless television station was to be licensed, Rediffusion's closed-circuit cable operations suffered a steady loss of support. However, our consortium's tender for the new wireless franchise has been successful. The station should be on the air before the end of the year and is expected to produce good profits. To a lesser extent overseas profits were hit by the enforced sale of our cable television businesses in Canada, following legislation against foreign ownership.

In the United Kingdom the colour television boom can be expected to continue. Rediffusion's investment in the UK television market is not likely to reach its maximum for two or three more years but the provision of finance is not expected to pose any major problems.

Current Year

I have referred already to steps taken to secure the long as well as the short-term prosperity of the Group. Profits have advanced steadily in the last few years and this year has started well, with profits to date in all sectors ahead of those for the corresponding period of the previous year. The only reason I am wary of saying outright that we shall have another good year is that we do not know what the Government or the markets may have in store for us in the latter part of the year.

obtained from The Secretary (ET),
Stratton House, Piccadilly, London,
W1X 6AS.

to	Address Room Floor	Street	City State Zone	Cleaning + or Price per piece
1	1010	1010	1010	1010
2	2020	2020	2020	2020
3	3030	3030	3030	3030
4	4040	4040	4040	4040
5	5050	5050	5050	5050
6	6060	6060	6060	6060
7	7070	7070	7070	7070
8	8080	8080	8080	8080
9	9090	9090	9090	9090
10	10100	10100	10100	10100
11	11110	11110	11110	11110
12	12120	12120	12120	12120
13	13130	13130	13130	13130
14	14140	14140	14140	14140
15	15150	15150	15150	15150
16	16160	16160	16160	16160
17	17170	17170	17170	17170
18	18180	18180	18180	18180
19	19190	19190	19190	19190
20	20200	20200	20200	20200
21	21210	21210	21210	21210
22	22220	22220	22220	22220
23	23230	23230	23230	23230
24	24240	24240	24240	24240
25	25250	25250	25250	25250
26	26260	26260	26260	26260
27	27270	27270	27270	27270
28	28280	28280	28280	28280
29	29290	29290	29290	29290
30	30300	30300	30300	30300
31	31310	31310	31310	31310
32	32320	32320	32320	32320
33	33330	33330	33330	33330
34	34340	34340	34340	34340
35	35350	35350	35350	35350
36	36360	36360	36360	36360
37	37370	37370	37370	37370
38	38380	38380	38380	38380
39	39390	39390	39390	39390
40	40400	40400	40400	40400
41	41410	41410	41410	41410
42	42420	42420	42420	42420
43	43430	43430	43430	43430
44	44440	44440	44440	44440
45	45450	45450	45450	45450
46	46460	46460	46460	46460
47	47470	47470	47470	47470
48	48480	48480	48480	48480
49	49490	49490	49490	49490
50	50500	50500	50500	50500
51	51510	51510	51510	51510
52	52520	52520	52520	52520
53	53530	53530	53530	53530
54	54540	54540	54540	54540
55	55550	55550	55550	55550
56	56560	56560	56560	56560
57	57570	57570	57570	57570
58	58580	58580	58580	58580
59	59590	59590	59590	59590
60	60600	60600	60600	60600
61	61610	61610	61610	61610
62	62620	62620	62620	62620
63	63630	63630	63630	63630
64	64640	64640	64640	64640
65	65650	65650	65650	65650
66	66660	66660	66660	66660
67	67670	67670	67670	67670
68	68680	68680	68680	68680
69	69690	69690	69690	69

INTERNATIONAL COMPANY NEWS EURO MARKETS

Think big, takeover report advises

By David Egli

GENEVA, September 25. OF THE more than 4,000 company takeovers in Europe each year, nearly half are failures or are not worth the effort, according to a study just completed for Business International of Switzerland. The resulting loss through mismanagement amounts to \$18,000m, annually.

The study covers 407 acquisitions in 16 European countries by American, British, French and German companies. About one-quarter of these were subsequently characterised as failures and another 25 per cent. were found to be of such marginal value that they were not worth the effort.

The survey finds that the smaller the acquired company, the greater is the chance of failure. Conversely, when it is more than one-quarter the size of the parent company, the success rate climbs to 75 per cent.

Another conclusion is that buying a company with only marginal profits, with the hope of turning it around with better management, usually does not work. It is better to look for profitable companies even if it means paying a premium.

Finally, acquisition for the purpose of diversification is dangerous, for partial diversification it is even more so.

Citibank plans African loan programme

By Our Own Correspondent

NAIROBI, Sept. 25. THE FIRST National City Bank said here today that it is to make available some \$320m. in investment and loans to African countries. This was announced at the World Bank IMF Conference by Mr. William L. Spencer, the bank's President.

Mr. Spencer also said the First National City Bank is to open a branch in Kenya.

He called Kenya's economic and political stability "a model" for others seeking private capital. The bank is to help Kenya with industrial, real estate, export-import finance, the existing contract which expires at the end of this year.

The first item on the agenda is the Michelin affair, and the unions have made it quite clear that the way in which negotiations develop hinges largely on an equitable solution to the dispute.

Brown Boveri is cautious in the face of cost rises

BY ANDREW HARGRAVE

FRANKFURT, September 25.

IN SPITE of substantial increases in sales and orders in the first half of this year, the management of the Swiss-German subsidiary of Brown Boveri, a major power plant manufacturer, is cautious in its profit and dividend forecast for 1973 as a whole.

Last year, Brown Boveri paid a 16 per cent. dividend on a profit of DM23.4m. So far, the management says, it has succeeded in maintaining earnings at broadly the same rate by extensive rationalisation and cost-saving measures as less than half the cost increases could be absorbed by rises in prices.

In the first half-year sales of the Mannheim-based company (which is much larger than the parent organisation) reached DM1.27m, an increase of 15 per cent. over the admittedly poor first half of 1972. The management expects a lower rate of increase for the whole of 1973. The export share of sales rose from 17 per cent. to 21 per cent.

The value of the order intake exceeded DM2,000m. in the first half-year (compared with DM1,700m. in the whole of 1972), which, however, includes the first part of a nuclear power station contract. Without this, the increase in new orders in the first half-year was 24 per cent., again comparing with a poor 1972 during which there was an overall decline in order intake.

Investment for 1973 will, as planned, be at the level of last year's when it was just over DM150m. The labour force (38,700) was virtually static, but labour costs rose in the first half-year by 12 per cent. Because of the expansion in sales and the correspondingly rising down payments on plant, the report adds, the company's liquidity was satisfactorily high.

Michelin has preliminary discussions with unions

BY ANTHONY ROBINSON

ROME, Sept. 25.

AFTER HEAVY pressure from outside a Michelin management team finally sat down with union representatives today for a preliminary discussion of union demands for more information about group plans in Italy. This followed an unprecedented intervention by the Socialist Minister of Labour, Signor Luigi Berlinguer, who became what is believed to be the first Italian Labour Minister to address a union meeting in an occupied factory when he went to the Michelin Dora plant in Turin this morning.

According to union representatives present at the meeting he told the Michelin workers that he would do everything he could to make sure that Michelin came to the negotiating table. To-morrow, meanwhile, employees and union representatives are due to meet for the first time to discuss the shape of the new three-year national labour contract for the rubber and plastic industry to replace the existing contract which expires at the end of this year.

The first item on the agenda is the Michelin affair, and the unions have made it quite clear that the way in which negotiations develop hinges largely on an equitable solution to the dispute.

Hitherto, Michelin has been quite willing to discuss matters affecting the rubber industry at a national contract level and also such things as safety and working conditions in individual plants.

What they have not been prepared to do is to discuss the group's overall investment and employment strategy with the unions.

ABERCOM INVESTMENTS of South Africa expects 1974 to be a year of labour and materials shortages "in almost all aspects of the industrial scene". While order books were growing longer, comments the chairman Mr. Murray McLean, it would be difficult to translate this into sales. He forecasts a 25 per cent. improvement in earnings and notes "the dividend distribution may be increased by more than that as the percentage of franked income in the total earnings will be greater."

In 1973 the company had pre-tax profits of R7.55m, giving earnings per share of 46.8 cents.

Ford to register Spanish company

By Our Own Correspondent

MADRID, Sept. 25

FORD IS taking the final steps towards establishing a car manufacturing plant in Spain. It will register the name Ford Espana SA in Madrid during the next few days. The plant is to be built at Valencia.

This was stated here by the Ministry of Industry's Director General Senor Perez de Bricio who added that Mr. Henry Ford II will arrive here in the first days of next month to preside over the initiation of the new company's activities.

In addition to the Ford investment, according to figures released by Senor Perez de Bricio, at least Ptas.46,000m. (about £320m.) have been earmarked by private enterprises for investment in the modernisation and expansion of the Spanish car manufacturing industry in the next two or three years. Besides Ford, the Barcelona-based SEAT (Fiat) has started the construction of a Ptas.15,000m. car factory at Saragossa in north Spain and the British Leyland controlled Austin is investing Ptas.7,000m. in new car production facilities also in north Spain.

The Madrid-based Chrysler Espana has asked the Government for the official permit to invest Ptas.4,000m. and the two companies operating with French capital participation, Citroen Hispania and FASA—Renault, will invest Ptas.10,000m. each in new car factories.

According to the director general, the total Spanish car output will increase by about 20 per cent. on last year's figures to about 700,000 cars this year. Of this total production, about 150,000 cars are for export.

The U.S. Justice Department has advised Remington Arms Company that it will sue under anti-trust laws to challenge Remington's proposed acquisition of AB Norma Projektilfabrik of Sweden.

The department said the suit also would name as a defendant E. I. Dupont, De Nemours and Company, which controls 64 per cent. of Remington's common stock.

Dividend hint by Abercom

ABERCOM INVESTMENTS of South Africa expects 1974 to be a year of labour and materials shortages "in almost all aspects of the industrial scene". While order books were growing longer, comments the chairman Mr. Murray McLean, it would be difficult to translate this into sales. He forecasts a 25 per cent. improvement in earnings and notes "the dividend distribution may be increased by more than that as the percentage of franked income in the total earnings will be greater."

In 1973 the company had pre-tax profits of R7.55m, giving earnings per share of 46.8 cents.

ABERCOM INVESTMENTS of South Africa expects 1974 to be a year of labour and materials shortages "in almost all aspects of the industrial scene". While order books were growing longer, comments the chairman Mr. Murray McLean, it would be difficult to translate this into sales. He forecasts a 25 per cent. improvement in earnings and notes "the dividend distribution may be increased by more than that as the percentage of franked income in the total earnings will be greater."

In 1973 the company had pre-tax profits of R7.55m, giving earnings per share of 46.8 cents.

SWEDISH OVERSEAS INVESTMENT

Counting the cost back home

BY HILARY BARNES, COPENHAGEN CORRESPONDENT

FIXED NEW investment by the Swedish Government stated that it was reconsidering exchange control regulations with a view to gaining greater control over investment by Swedish industry, foreign direct investment by Swedish companies (it is, incidentally, also considering measures to gain greater control over direct investment in Sweden by foreign multinationals).

The exchange control regulations at present enable the authorities to reject applications for direct investment abroad for direct investment reasons. The Social Democrats indicated that they wanted the regulations to enable the authorities also to reject applications in view of the employment situation in Sweden.

It was suggested at the time that such a regulation could be applied in the case of the textile and clothing industry, which has been undergoing a hard time in Sweden for the past 15 years with the result that it increased its investment overseas—mainly in Portugal—by almost 500 per cent. between 1965 and 1970. It only accounted for 0.4 per cent. of total investment abroad, but this amounted to 3,000 jobs.

The Social Democratic government also indicated that it wanted a further clause in the foreign exchange regulations enabling it to clamp down on investment in some specific territories and thereby to conform with the policies recommended by the United Nations towards the Portuguese colonies and Namibia.

The argument that investment abroad has damaged employment at home is, of course, impossible to prove. There is no guarantee that the alternative to a plant abroad is a plant in Sweden, and in most cases companies see the establishment of a production company overseas as the only really effective way of breaking into the particular market. It is also a fact that although the Swedish multinationals grew fastest abroad in the 1960s, they grew faster at home than the other Nordic nations, North

America 12 per cent. and Scandinavia 12 per cent. But in 1965-70 period the biggest commission was in South America, while investment in EEC was rather slower.

The engineering industry dominates overseas investment with a 79 per cent. share of total in 1970. It had 185 employees in production in 1970, while the forest industry had 12,430m. The forest industry, including paper, accounted for 125 per cent. of overseas investment, followed by the chemical industry, 7 per cent., and industry 4 per cent.

The growth of investment sales and employment abroad, however, was much slower in engineering sector in the 1960s than in the forest and miscellaneous sectors. Investment in engineering, 125 per cent. in the 1960-70, the number employed 20 per cent., and sales 62 per cent. The same figures for forest-based industries, 245 per cent., 110 per cent., 212 per cent., while for miscellaneous groups the figures were 237 per cent., 104 per cent. and 277 per cent.

The investment figures above come from a new survey published by the Institute for Economic Research and cover the 1965-70, but the evidence is the trend has continued, then, dipping in the 1960s but swinging up again since 1970.

A survey of the 200 Swedish companies, published in August, showed involved sales abroad by the companies in 1972 came to Kr.59,300m., or 30 per cent. of their total sales. Their employment abroad increased by 10 per cent. in 1971 and 2 per cent. in 1972.

The company which tops the Swedish multinational league is SKF, the ball-bearing manufacturer, with 78 per cent. of its 64,700 employees in 1972 working abroad. L. M. Ericsson, also very high on the list with 81 per cent. of its 70,600 employees working overseas.

The lion's share of investment went to the EEC (The Six), which accounted for about 48 per cent. of assets of the overseas companies in 1970. The EFTA countries accounted for 21 per cent. (including 10 per cent. in the other Nordic nations), North

A survey of the 200 Swedish companies, published in August, showed involved sales abroad by the companies in 1972 came to Kr.59,300m., or 30 per cent. of their total sales. Their employment abroad increased by 10 per cent. in 1971 and 2 per cent. in 1972.

The company which tops the Swedish multinational league is SKF, the ball-bearing manufacturer, with 78 per cent. of its 64,700 employees in 1972 working abroad. L. M. Ericsson, also very high on the list with 81 per cent. of its 70,600 employees working overseas.

The lion's share of investment went to the EEC (The Six), which accounted for about 48 per cent. of assets of the overseas companies in 1970. The EFTA countries accounted for 21 per cent. (including 10 per cent. in the other Nordic nations), North

London listing for Bell and Howell

BY DAVID CURRY

THE COMMON shares of Bell and Howell are being listed on the Stock Exchange today.

The American company operates in four basic fields. The biggest, contributing 37 per cent. of sales and 54 per cent. of earnings, is in training and education. Products include audio-visual equipment; software, including textbooks, communications materials, and micropublishing; and services such as career training for individuals and industrial training programmes.

The second major product area is specialised business equipment and supplies covering data storage and retrieval systems employing microimagers. It also embraces mail handling, paper folding, duplicating machinery, electronic data gathering, storage and handling and paging equipment and services. In 1972 this sector contributed 30 per cent. of sales and 34 per cent. of earnings.

The third major product area is the photographic division accounts for about a fifth of company revenues and the final main product group is instrumentation, generating some 8 per cent. of sales in 1972.

In 1972 the company had pre-tax earnings of \$30.6m. on revenues of \$373m. Net earnings were \$18.3m. or \$2.97 per share.

In the second quarter of this year the company notched up \$100.7m. in revenues and reported 89 cents earnings per share.

Bell and Howell manufactures in seven countries, and the most rapidly growing operation is in Europe. "The European operation is growing faster than the company as a whole," commented Dr. Donald Frey, chairman. Last year some 18 per cent. of turnover was international, mainly Europe, and some 30 per cent. of the profits came from international business. In 1973 this share will be greater.

Immediate plans call for company ownership or taking an equity stake in Australia, and eventually Bell and Howell may decide to invest in South Africa.

This year the company expects per share earnings to be around \$3.30 or \$3.40 following six-month figures of \$1.51 per share. This is in line with the company's recent history of steady growth after two relatively bad years in 1969 and 1970.

Bankers for the listing are J. Henry Schroder Wagg and Rowe and Pittman are the London stockbrokers.

At present 34 foreign companies are listed at West German exchanges, with the U.S. (25 companies) leading. Britain (6 companies) is joint fourth with Italy.

France and the Netherlands are joint fourth with Italy (14) and Japan (8).

Sales of Richardson-Merrell, at \$505.4m., topped \$500m. for the first time in 1972/73, a rise of 13.2 per cent. over the previous year. Of this 45 per cent. came from overseas operations (20 per cent. of the total from the EEC).

The company paid a dividend of \$1.03 per share in 1972/73 on an after-tax profit of \$41.4m. The aim is now an average annual compounded sales increase of 8 to 12 per cent. with profits rising at faster rate.

The company has a 2.4 to 1 ratio of assets to liabilities including a significant proportion in cash.

At present 34 foreign companies are listed at West German exchanges, with the U.S. (25 companies) leading. Britain (6 companies) is joint fourth with Italy.

France and the Netherlands are joint fourth with Italy (14) and Japan (8).

Sales of Richardson-Merrell, at \$505.4m., topped \$500m. for the first time in 1972/73, a rise of 13.2 per cent. over the previous year. Of this 45 per cent. came from overseas operations (20 per cent. of the total from the EEC).

The company paid a dividend of \$1.03 per share in 1972/73 on an after-tax profit of \$41.4m. The aim is now an average annual compounded sales increase of 8 to 12 per cent. with profits rising at faster rate.

The company has a 2.4 to 1 ratio of assets to liabilities including a significant proportion in cash.

At present 34 foreign companies are listed at West German exchanges, with the U.S. (25 companies) leading. Britain (6 companies) is joint fourth with Italy.

France and the Netherlands are joint fourth with Italy (14) and Japan (8).

Sales of Richardson-Merrell, at \$505.4m., topped \$500m. for the first time in 1972/73, a rise of 13.2 per cent. over the previous year. Of this 45 per cent. came from overseas operations (20 per cent. of the total from the EEC).

The company paid a dividend of \$1.03 per share in 1972/73 on an after-tax profit of \$41.4m. The aim is now an average annual compounded sales increase of 8 to 12 per cent. with profits rising at faster rate.

The company has a 2.4 to 1 ratio of assets to liabilities including a significant proportion in cash.

Company Results

SKF has eight-month rise in sales, profits

SKF the Swedish ball bearing company group sales for the first eight months of this year were up by about 17 per cent. to a total of Kr.7,070m., compared with the same period in 1972.

Pre-tax profits were also up at Kr.258m. (Kr.183m.)

Investment during the period under review was down from Kr.421m. to Kr.260m. The number of employees in the group dropped from 65,504 last year to 63,145 this year.

Teekays consolidated net profit was \$45.55m. (\$44.54m.) for the year ended July 31. The tax was \$45.55m. (\$43.9m.) and depreciation \$42.33m. (\$1.33m.). The figures exclude a capital profit of \$287,455.

Fiscal dividend is 7 per cent., making an unchanged 14 per cent. for the year.

Ishikawajima-Harima Heavy Industries expects net profit to rise to about ¥2,500m. on net sales of around ¥230,000m. in the half-year ending September 30. Net profit was ¥2,320m. on net sales of ¥223,800m. in the six months ended March 31.

IHI intends to declare a dividend of at least ¥2.5 (same) for the current half year, but the company does not entirely preclude the possibility of raising the dividend to ¥3.

Forges de Chabreux—Net profit was B.Frs.115m. for year ended June 30 (44.5m.). Net dividend was B.Frs.125 (50).

The company sold steel production for 1972/73 rose to 1.13m. tons from 913,000 in 1971/72.

Chabreux is controlled jointly by Cie Belge de Participations Paribas SA and a group headed by Cie Bruxelles Lambert.

Hydro-Electrique d'Énergie (SIED) has proposed a dividend of B.Frs.25 (same) for year ended June 30. Net profit was B.Frs.82.5m. (\$3.85m.), and net income B.Frs.82.47m. (\$2.93m.).

The final dividend is 7 per cent. making 14 per cent. (same). Directors decided to make new one-for-four issue of Ordinary 50 cent. shares at premium of 25 cent. to provide working capital.

Swiss Reinsurance, of Zurich recommends payment for the ended June 30 of an undistributed dividend of Sw.Frs.10 per share on increased capital Sw.Frs.11m. (Sw.Frs.10m.).

Stein-Electro (SIED) has proposed a dividend of B.Frs.25 (same) for year ended June 30. Net profit was B.Frs.82.5m. (\$3.85m.), and net income B.Frs.82.47m. (\$2.93m.).

The final dividend is 7 per cent. making 14 per cent. (same). Directors decided to make new one-for-four issue of Ordinary 50 cent. shares at premium of 25 cent. to provide working capital.

Swiss Reinsurance, of Zurich recommends payment for the ended June 30 of an undistributed dividend of Sw.Frs.10 per share on increased capital Sw.Frs.11m. (Sw.Frs.10m.).

Stein-Electro (SIED) has proposed a dividend of B.Frs.25 (same) for year ended June 30. Net profit was B.Frs.82.5m. (\$3.85m.), and net income B.Frs.82.47m. (\$2.93m.).

The final dividend is 7 per cent. making 14 per cent. (same). Directors decided to make new one-for-four issue of Ordinary 50 cent. shares at premium of 25 cent. to provide working capital.

Swiss Reinsurance, of Zurich recommends payment for the ended June 30 of an undistributed dividend of Sw.Frs.10 per share on increased capital Sw.Frs.11m. (Sw.Frs.10m.).

Stein-Electro (SIED) has proposed a dividend of B.Frs.25 (same) for year ended June 30. Net profit was B.Frs.82.5m. (\$3.85m.), and net income B.Frs.82.47m. (\$2.93m.).

The final dividend is 7 per cent. making 14 per cent. (same). Directors decided to make new one-for-four issue of Ordinary 50 cent. shares at premium of 25 cent. to provide working capital.

Swiss Reinsurance, of Zurich recommends payment for the ended June 30 of an undistributed dividend of Sw.Frs.10 per share on increased capital Sw.Frs.11m. (Sw.Frs.10m.).

Stein-Electro (SIED) has proposed a dividend of B.Frs.25 (same) for year ended June 30. Net profit was B.Frs.82.5m. (\$3.85m.), and net income B.Frs.82.47m. (\$2.93m.).

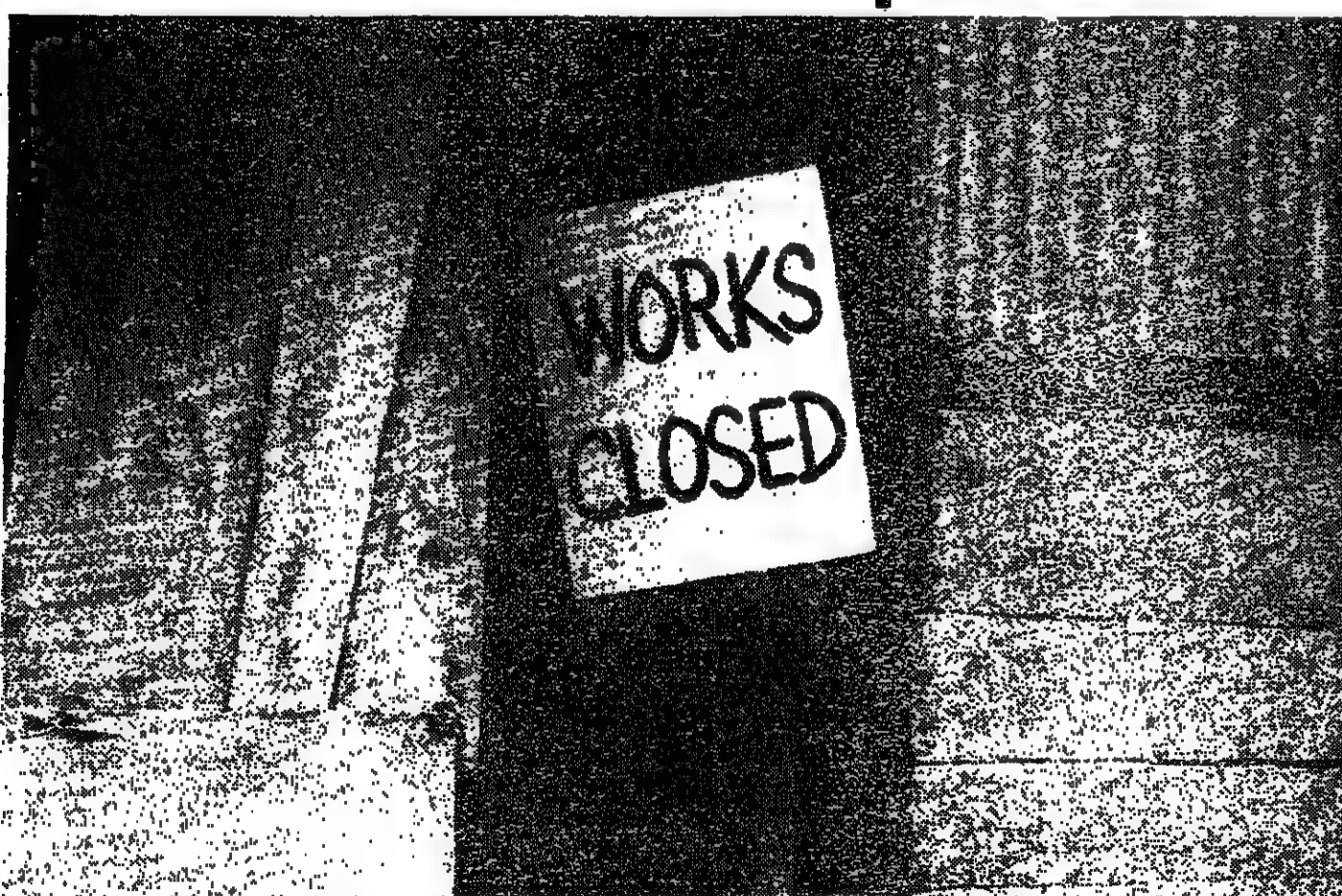
The final dividend is 7 per cent. making 14 per cent. (same). Directors decided to make new one-for-four issue of Ordinary 50 cent. shares at premium of 25 cent. to provide working capital.

Swiss Reinsurance, of Zurich recommends payment for the ended June 30 of an undistributed dividend of Sw.Frs.10 per share on increased capital Sw.Frs.11m. (Sw.Frs.10m.).

Stein-Electro (SIED) has proposed a dividend of B.Frs.25 (same) for year ended June 30. Net profit was B.Frs.82.5m. (\$3.85m.), and net income B.Frs.82.47m. (\$2.93m.).

The final dividend is 7 per cent. making 14 per cent. (same). Directors decided to make new one-for-four issue of Ordinary 50 cent. shares at premium of 25 cent. to provide working capital.

The fire claim was paid in full.



But the business wasn't insured

So there were problems. How to pay continuing expenses? How to keep production going? How to keep customers? How to stop key people from leaving? How...? Your fire insurance won't indemnify you against all the consequences of a major fire. Without additional protection your business could be in very serious trouble. GRE Business Interruption Insurance pays economic costs of temporary premises, pays for extra overtime, pays for work to be sub-

contracted. It protects management salaries, production wages, overheads, shareholders' interests, and the earning capacity of your business. It is highly flexible, and backed by expert advice.

Does your business have this essential protection? If not, it could be gravely at risk. Ask your insurance broker about GRE Business Interruption Insurance, or ask for our useful explanatory booklet at your local GRE office.

You get a good deal from

Guardian Royal Exchange Assurance Group

Head Office: Royal Exchange London EC3P 3DN.

Dundee makes Eurobond issue

The City of Dundee plans to offer \$25m. bonds 1978/83 in a Eurobond market. The issue will be underwritten by an international banking syndicate managed by William Brandts, White & Carter. The bonds will be issued at par and will carry interest at 9 1/2 per cent. per annum. They will be redeemable at par in instalments in each of the years 1978 to 1983, with a final instalment of \$5m. in 1983.

The bonds are not being offered or sold in or to nationals or residents of the U.S. Application is being made for the bonds to be quoted on the London Stock Exchange.

THE DOW JONES OVERSEAS MARKETS

FOREIGN EXCHANGES

Dow up 3.8 after profit-taking

Pound and \$ weaker

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Sept. 25.

THE MARKET shrugged off mid-day profit-taking on Wall Street today, to score its fifth consecutive advance in heavy trading.

The Dow Jones Industrial Index was up 3.84 at 1,213.30 (down 3.54 earlier).

Advancing issues outnumbered declines by about 350 to 370. Volume totalled 21.53m. shares compared with 19.49m. on Monday.

The S&P 500 Industrial Index was up 0.78 at 121.30.

Reason for the current optimism appears to reflect a speculation that interest rates were near a peak, and new talk that the worst of inflation has passed.

A member of President Nixon's Council of Economic Advisors, Mr. Gary Seaver, predicted that inflation rate will subside substantially from the recent record increases in prices.

He told the House-Senate Economic Committee in Washington that the rate of expansion is slow, and a major source of inflation in 1973—commodity prices—should ease somewhat.

American Motors, the day's volume leader, finished unchanged at \$6.00 after 220,000 shares. The car maker reported a 31 per cent gain in mid-September earnings.

Ford, strongest of the automotive stocks, rose \$1 to \$20.75 despite lower car sales during the second third of the month.

General Motors and Chrysler added fractions.

Sun Oil Preferred, one of the largest winners on the most active list, rose \$1.10 to \$43. Sun Oil common was less active, up \$2.10 to \$31.

IBM, another outstanding share, added \$8 to \$230.75, reversing a recent weak trend.

Monmouth Petroleum, up \$1 to \$20.75, announced completion of a gas well with a flow of 8m. cubic feet a day.

American Telephone, also among volume leaders, climbed \$1 to \$50.

On the American Stock Exchange, prices advanced in moderately active trading. The Amex index rose 1.10 to 104.85, while advances outscored declines 438 to 405. Turnover amounted to 3.7m. shares, up from 3.2m. on Monday.

OTHER MARKETS

Canada higher

Canadian stock markets closed sharply higher yesterday, after a day of moderate trading.

Gold, however, went against the trend, and declined 1.38 to 207.20.

The Toronto industrial index rose 2.10 to 107.50 and Western Oil 1.50 to 24.20. Volume was 3,220,000.

Major changes were TransCanada Pipelines, up \$2.10 at \$33.10; Imperial Oil up \$2.10 at \$43.10; Canadian Nickel up \$1.10 at \$77.10; and Canadian Superior Oil up \$1.10 at \$57.10.

The Montreal Industrial Index was up 3.75 at 233.07.

PARIS—Well disposed in moderate activity with the recovery of the franc on foreign exchange markets having more impact than the rise in domestic money market rates to 11 per cent, dealers said.

Banks, Portfolios, Constructions and Engineering all gained. Electricals followed the same trend, while Foods were particularly strong.

Automobiles were resistant while Metals and Chemicals gained, with Oils irregular.

Gold, Coppers and Dutch stocks declined slightly in International with American and German stocks steady while Canadian and International Oils gained.

BRUSSELS—Mixed, with a slight majority of gains. Automobiles gained in Affinities and Cocklelaimed in Interbrabant.

In Holdings, Katanga declined but Cometa rose. Petrofina moved sharply higher. American and Canadian Petroleum firms.

Foreign stocks tended easier. Golds fell as did Rescan, De Beers, RTZ, Zambian, Tanks, Philips, Hoogovens and Boeig. Pechiney and Exxon gained.

AMSTERDAM—Generally lower. Hoogovens was unchanged in otherwise weaker Dutch International.

Plantations were narrowly mixed while earnings were easier with Nederlandse Scheepvaartmarkt markedly lower. Middestandbank continued firmer in weaker Banks. Insurances

Chemical and Electricals closed at their day's highs. Steels rose as did Motors and Banks.

On the bond market public issues closed generally easier. Mark foreign loans firmed.

SWITZERLAND—Swiss and U.S. issues closed higher in fairly active trading. One analyst cited the Wall Street rally and first signs of declining interest rates in the U.S.

In the Swiss sector, gains exceeded losses 41 to 21. Most Banks, Insurances and Industrials advanced. Financials closed mixed.

Alusuisse Bearer gained on expectations that aluminum prices would continue to rise. Demand was higher for Brown Boveri, which advanced on announcement of favorable first-half results by the company's West German subsidiary.

Prices of most U.S. stocks rose. VIENNA—Easier in subdued trading.

MILAN—Mixed to lower in fairly active trading.

In leading Industrials, Fiat, Montedison, Siva, Ansaldo, both Olivetti and both Pirelli fell, while Anic gained.

In Financials, Bantigi and La Centrale eased, while IFI Preference gained. Generale Immobiliare fell in Properties, as did Mediobanca in Banks and Assicurazioni Generali in Insurances.

Bonds were slightly lower. COPENHAGEN—Mixed in moderate dealings.

STOCKHOLM—Closed. OSLO—Banks barely steady. Insurances quiet. Industrials irregular. Shipping well maintained.

TOKYO—Advanced throughout the day.

Hong Kong gained with dealers noting reports that Honda will supply luxury Motors with its patent rights and know-how on four-pollution CVCC (compound valve controlled combustion) engine. Isuzu closed higher.

Large-capital stocks advanced on buying by institutional investors attracted by low levels.

AUSTRALIA—Eased slightly across the Board on listless trading. Some Minings gained marginally.

BEP closed up 0.02 after rising 4 cents during the day, while National Bank picked up at \$2.68.

Amalgamated Resources and Bank of NSW, closed at \$6.70. EZ Industries gained 7 cents to \$3.32.

CSR shed 6 cents to \$4.03, and Myers 3 cents to \$2.38.

Peko-Wallaced added 3 cents to \$2.47 as did WMC and MIM Holdings.

Bougainville fell 1 cent to \$3.35.

Oils were lightly traded and Woodside continued its climb.

JOHANNESBURG—Easier on London and institutional selling. Interest was noted.

Gold recorded losses in Durban Deep, all down 30 cents were Randfontein and Fregus.

Platinum was easier. Mining firms found ground in sympathy with Golds. Industrials weakened in quiet trading.

General Electrica Espanola has lost about \$2m. in the third quarter from the sale of its assets in Utah.

But, the company said, the loss may be offset by year-end by the proceeds of a contemplated exchange of shares for 5 per cent convertible subordinated debentures due 1987.

The company said it intends to sell the Utah Basin interest for about \$7m. in cash, a commitment by the buyer to conduct additional drilling in the field and a right for McCulloch to recover 50 per cent of the net operating income from 13 existing wells, and any future producing well after the buyer has recovered its investment plus a negotiated profit.

McClulloch Oil Corporation said to Westinghouse its participation in the Bilbao-based Fabre household appliances manufacturing company. Westinghouse holds 49.4 per cent control.

Fabre, a French-owned electrical power company, holds 20 per cent and the rest of equity owned by diverse shareholders.

Fabre, which reported a 30 per cent increase in 1972, is a new company resulting from the merger of the Frimor and Edesa household appliances companies.

General Electrica Espanola has lost about \$2m. in the third quarter from the sale of its assets in Utah.

But, the company said, the loss may be offset by year-end by the proceeds of a contemplated exchange of shares for 5 per cent convertible subordinated debentures due 1987.

The company said it intends to sell the Utah Basin interest for about \$7m. in cash, a commitment by the buyer to conduct additional drilling in the field and a right for McCulloch to recover 50 per cent of the net operating income from 13 existing wells, and any future producing well after the buyer has recovered its investment plus a negotiated profit.

McClulloch Oil Corporation said to Westinghouse its participation in the Bilbao-based Fabre household appliances manufacturing company. Westinghouse holds 49.4 per cent control.

Fabre, a French-owned electrical power company, holds 20 per cent and the rest of equity owned by diverse shareholders.

Fabre, which reported a 30 per cent increase in 1972, is a new company resulting from the merger of the Frimor and Edesa household appliances companies.

General Electrica Espanola has lost about \$2m. in the third quarter from the sale of its assets in Utah.

But, the company said, the loss may be offset by year-end by the proceeds of a contemplated exchange of shares for 5 per cent convertible subordinated debentures due 1987.

The company said it intends to sell the Utah Basin interest for about \$7m. in cash, a commitment by the buyer to conduct additional drilling in the field and a right for McCulloch to recover 50 per cent of the net operating income from 13 existing wells, and any future producing well after the buyer has recovered its investment plus a negotiated profit.

McClulloch Oil Corporation said to Westinghouse its participation in the Bilbao-based Fabre household appliances manufacturing company. Westinghouse holds 49.4 per cent control.

Fabre, a French-owned electrical power company, holds 20 per cent and the rest of equity owned by diverse shareholders.

Fabre, which reported a 30 per cent increase in 1972, is a new company resulting from the merger of the Frimor and Edesa household appliances companies.

General Electrica Espanola has lost about \$2m. in the third quarter from the sale of its assets in Utah.

But, the company said, the loss may be offset by year-end by the proceeds of a contemplated exchange of shares for 5 per cent convertible subordinated debentures due 1987.

The company said it intends to sell the Utah Basin interest for about \$7m. in cash, a commitment by the buyer to conduct additional drilling in the field and a right for McCulloch to recover 50 per cent of the net operating income from 13 existing wells, and any future producing well after the buyer has recovered its investment plus a negotiated profit.

McClulloch Oil Corporation said to Westinghouse its participation in the Bilbao-based Fabre household appliances manufacturing company. Westinghouse holds 49.4 per cent control.

Fabre, a French-owned electrical power company, holds 20 per cent and the rest of equity owned by diverse shareholders.

Fabre, which reported a 30 per cent increase in 1972, is a new company resulting from the merger of the Frimor and Edesa household appliances companies.

General Electrica Espanola has lost about \$2m. in the third quarter from the sale of its assets in Utah.

But, the company said, the loss may be offset by year-end by the proceeds of a contemplated exchange of shares for 5 per cent convertible subordinated debentures due 1987.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly.

Conditions were fairly quiet, with the news of the latest German overseas trade surplus causing some demand for the German premium on the currency, which, however, gained only 10 points on the London to \$101.25-102.25, the dollar at DM2.415, in London, in moderate business. The metal Short-term Euro-mark rates swung back to levels of zero to fixed in the morning at \$101.85 a certain amount over, from the (52.07) while although a level appreciable negative levels seen of \$101.50-102.50 was touched again later. There was again a strong demand for Euro-French francs, day-to-day deposits of which commanded some 20 per cent to 50 per cent, while the one-month Eagles were at \$85.87, and half at \$53.32, the three-month at 12-15 with 20-mark pieces at \$44-46.

STERLING and the U.S. dollar fell 11-13 per cent, and the six-month French franc weakened from 11-13 per cent. The 3-month Dutch guilder gained 123 points against the pound to a level tendering more strongly below par, at 10.22, while the dollar advanced modestly

هكذا من الجهل

LIMITED

new booklet describing the Group's activities and copies of the full Interim Statement will be gladly sent on application to the Secretary, Fosco Minsep Ltd., 36 Queen Anne's Gate, London SW1H 9AR. (01-839 7030).

Issued by the Department of Health & Social Security:

Luxembourg Capital Market

FINANCIAL TIMES SURVEY

Free zone in the heart of the Community

By MARY CAMPBELL

Despite numerous attacks from its fellow EEC members, Luxembourg has always maintained that it is the most European-minded of the countries in the Community. In no sector, Luxembourg's main aim, since this applies more than in its attitude to international capital transactions. Where other EEC countries have imposed a constant stream of controls on foreign exchange inflows (or outflows) and maintain stiff withholding taxes on payments of interest and dividends, Luxembourg institutions can transfer funds whence and whither they like free of foreign exchange and taxation barriers. This, say the Luxembourgers, is a true example of European Monetary Union at work.

Recent pressure

To judge from recent pressure put on Luxembourg by other EEC countries to bring its fiscal and corporate legislation closer into line with those of its fellow members, these countries do not necessarily agree. Yet, in the negotiations, which finally led to the decision that the new European monetary fund would, as planned, be established in Luxembourg, the Duchy managed to prevent any strings being attached. And this paradoxical combination of firm non-co-operation with other EEC members' views of what it should do plus pre-implementation of many of the EEC Commission's recommendations on matters of capital flows is one of the secrets of Luxembourg's recent growth.

The Duchy has little intrinsically to offer the international

financier—one significant industry to invest in (steel) and an area of 1,000 square miles to operate in. But situated as it is at the point where France, Belgium and Germany meet—in the heart of the Community—and protected by its political independence from regulations imposed in other countries, it has offered a haven of freedom for banks and other financial institutions constantly facing new restraints in their operations elsewhere.

The results have been startling. The number of mutual funds established in Luxembourg now stands at over 120 while, in the two years from December 1971 to the end of this year, the number of authorised banks in the city is expected roughly to double—from 43 to around 80. The most notable feature of the latest influx of banks has been the number of Germans which have set up there—significantly since the imposition of the hardpound made it very awkward if not impossible for them to organise many of their international operations from home.

The question which faces Luxembourg in the future is just how artificial this growth in its international financial standing is. For despite the number of banks and investment trusts in the city, the substructure of the financial system is not very well developed.

There is no central bank (it is symbolic enough that the European monetary fund is being set up there—but even more symbolic that the only central bank Luxembourg is ever likely to have is a Euro-

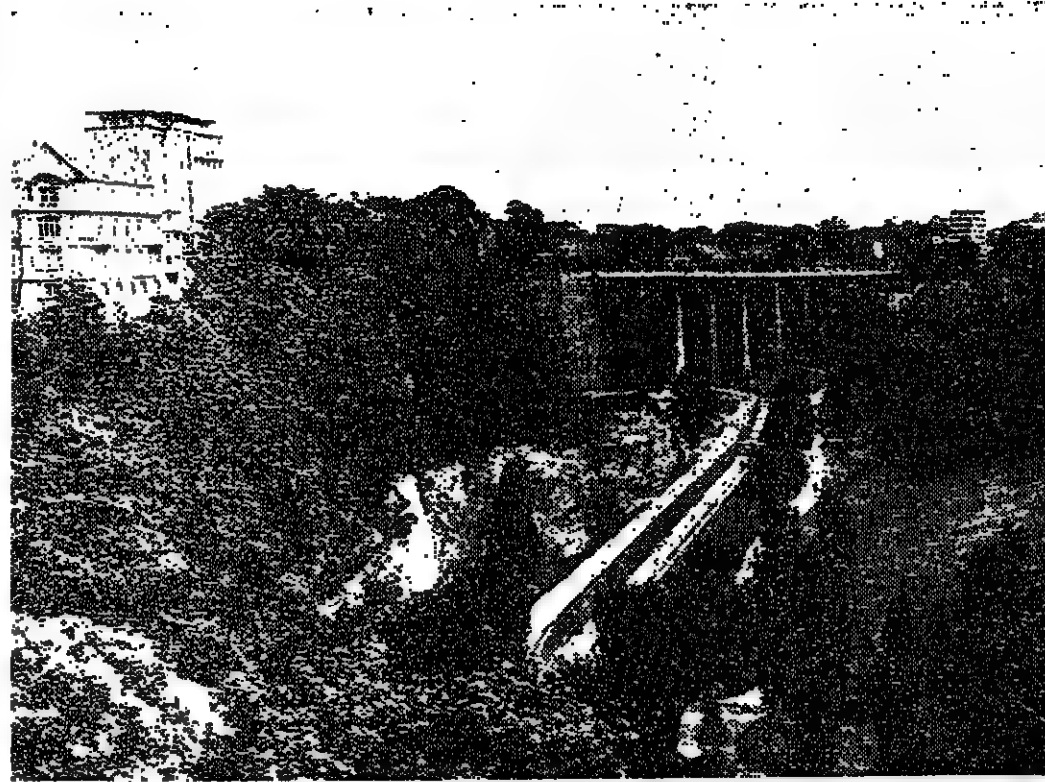
pean one). The Government has no need to borrow money by issuing treasury bills or other market instruments. There was until very recently no money market at all. As for those other trappings which make an international financial centre like London so comprehensive—Lloyd's, the commodity markets and so on—these are all far from what Luxembourg has to offer.

Narrowest sense

The importance of Luxembourg to date has been in the field of capital market operations—in the narrowest sense of the word. What it boasts in great numbers are industrial and commercial holding companies which choose Luxembourg as a centre for raising funds, a substantial portfolio management business and a very large number of banks, many of which have come to Luxembourg in the footsteps of the holding companies.

In general, it is as true to-day as ever that Luxembourg's main importance is as a fund raising and investing centre. It is no accident that the two private back-up international institutions there are Cedel—the Eurobond clearing house—and the proposed Euxor computerised trading system for Eurobonds.

One reason why the growth in the number of banks has speeded up so much recently is that the maturities of Euro-market lending have been extended into the capital market arena: given that Luxembourg is very much cheaper than London one might as well organise and book these loans from there.



Matching its financial eminence, the city of Luxembourg dominates the surrounding countryside from its hill-top location. Pictured here are the Corniche and the Pont Adolphe.

There are signs that the sub-structure is likely to follow. Already, two British money brokers have set up operations in Luxembourg. The possibility of a gold market is also under discussion.

There are however other problems. One is the question of accommodation—though office rents are very much lower than London, and likely to remain so, rents for houses

and flats are already almost up to London standards. Indeed, it is often very difficult to find somewhere to live at all and given that the vast majority of staff have to be imported—staff are also in short supply—the pressure is likely to get worse rather than better.

But, as the example of London has already proved, these factors are unlikely to provide a serious threat. Nor,

given the profit motivation of the institutions concerned, and the career motivation of their executive staff, is the fact that a lot of the people at the top of the foreign banks in Luxembourg undoubtedly find it a dull place to live: Luxembourg is reportedly a marvellous place for families, but—for the single—there is no night life, few cinemas, undying resentment from the neighbours if parties

last beyond 11 p.m., and so on. More serious is the longer-term position of Luxembourg if the EEC is implemented. Though Luxembourg's emphasis—and fairly, given the city's international reputation—that it is not just a tax haven and that its banks are not just a series of letter boxes, there is no doubt that it has profited enormously from the restrictions imposed by its neighbours. What happens to Luxembourg when it has the same laws as all the other EEC member States?

An advantage

To date the fact that Luxembourg is small has been an advantage. There was very little domestic monetary policy to be upset by foreign exchange upheavals, and very few domestic shares for foreigners to buy. It is the Belgian rather than the Luxembourg franc which is quoted on the world's foreign exchange markets. There is no point in foreign banks invading the domestic scene—the returns would be too low.

The structure of the domestic economy and financial system therefore have been markedly unaffected by the influx of foreign financial institutions and the extent of freedom awarded to them could be left to be determined by the demands of sound practices alone.

But in the event of full harmonisation, this very strength is likely to become a weakness. The largest of the international banks will have to continue to maintain their operations in places like Paris, Frankfurt and London for the simple reason that the industrial

and commercial hinterland is big. This is simply not true of Luxembourg. If international institutions were in cost cutting vein, Luxembourg could be the first place to go.

Of course, all this is a long way ahead—and it is possible that Luxembourg, simply because it is so small, might be able, like Jersey and Guernsey, to negotiate for itself a "special position." One argument put forward in Luxembourg itself, somewhat too innocently perhaps—is that there would be a lot of value for other EEC countries in allowing the Duchy to retain differential advantages over its EEC partners: big countries, whose economies are more threatened by international financial upsets than Luxembourg, could afford to keep more restrictions while ensuring that within the Community there was one cent where raising capital would be no problem. Also, it is argued that if both Luxembourg and London were harmonised of the international financial scene, the only result would be that all the business would off to centres where the requirements of sound banking are not so respected.

However, even if it is full harmonised, Luxembourg will still have two outstanding advantages: first, the fact that it is the site of the European monetary institutions; a second that, however much law is harmonised, it is difficult to see that the spirit with which it is administered will be harmonised too. At present, the strength for the future is London also. And meanwhile, it has a good many years to build up its financial capacity further.

Eurodollars have moved into a new address:

Chase Manhattan Bank, Luxembourg, S.A.,

A major new source of Eurocurrency Finance is now operating in Luxembourg.

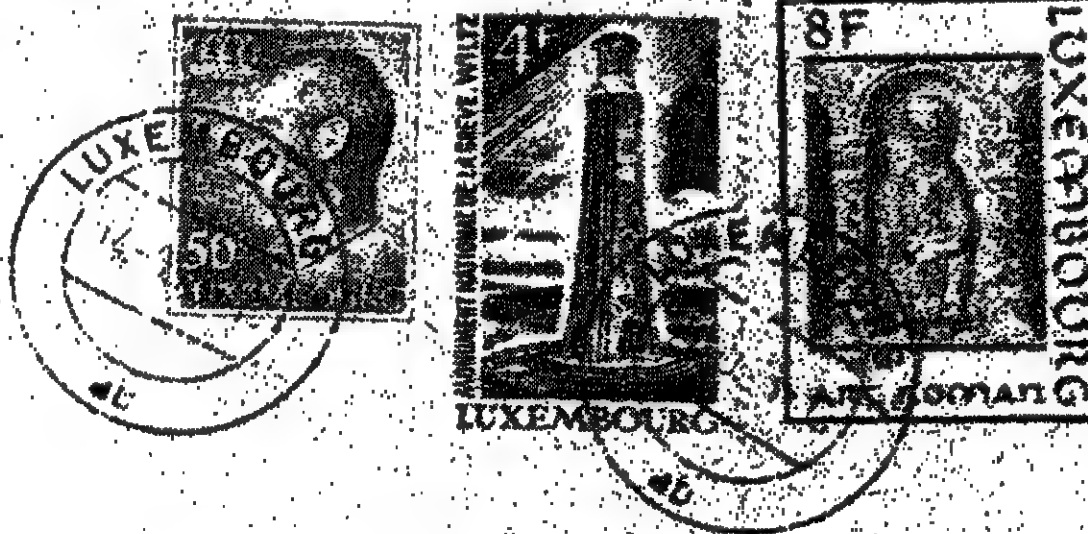
This specialised vehicle will provide a key extension to the services already offered by the Chase European network, backed by the flexibility, coverage and resources of the Chase Manhattan Bank, N.A.

You are invited to contact us direct, or through any Chase location worldwide.

Contact: H. Ronald Masnik, Managing Director,
Chase Manhattan Bank Luxembourg S.A.,
Coin Boulevard Royal et Grand-rue,
Case Postale 240, Luxembourg-Ville.,
Phone: Luxembourg 2.13.83
Telex: Chase 1233/1234/1235
Cable: CHAMANBANK Luxembourg.



You have a friend at
Chase Manhattan



LUXEMBOURG CAPITAL MARKET II

What the tax advantages mean to financial operations

JOHN CHOWN, Taxation Correspondent

Luxembourg is a favourite for holding companies, and there have been accusations that her EEC members that the country is enjoying a tax advantage and anomalous tax treatment.

On June 18 the EEC Commission published a report on Tax Arrangements in Holding Companies. This document gives the impression that the authors had the task of finding arguments against the Luxembourg position. They found some difficulties in fact, but Luxembourg is not a tax haven in any sense but rather a place where it is sometimes not to set up tax neutral companies.

General rules

From the special rules for holding companies, Luxembourg is seen as a tax haven for the rest of Europe. For instance, in Luxembourg, a company's capital in excess of Lux. Frs. 1,000m. (about £11m.) pay tax at a flat rate of 10 per cent, but in addition profits are payable to shareholders. (There are rates of tax for companies, but the tapering off is smaller than in Luxembourg, only apply where the company's capital is less than Lux. Frs. 1,312m. or about £150m.)

The "classical" of company taxation and dividends paid are in the hands of the shareholders. Personal for residents rise to 57 per cent and there is a tax at a rate of 0.5 per cent on dividends.

It is for this reason that companies set up to hold equity participations are often incorporated in the Netherlands.

lands, the Netherlands Antilles or Switzerland. Although these jurisdictions do not offer the apparent advantages of Luxembourg they have concluded many double tax agreements which do reduce withholding taxes in the country of source, reductions which may only partly be neutralised by such taxes as are payable in the holding company's own country, including withholding taxes due when dividends are redistributed to the ultimate shareholder.

Where Luxembourg comes into its own is on interest. Although, in principle, most countries have sought to protect their tax base by imposing a withholding tax on certain types of interest paid to non-residents, events have proved this policy to be counter-productive. There are now enormous funds available for investment owned by individuals, institutions and Governments who are not themselves liable to taxation on their income and who are free of exchange control restrictions (imposed in their own country) limiting where they can invest.

These funds are invested with an eye to the net yield after all taxes. If the going market yield on the Eurobond market is 9 per cent for a bond of a particular maturity and in a particular currency, such investors receive this 9 per cent. If borrowers in a particular country have to pay interest under deduction of a withholding tax at 30 per cent, they would have to offer a gross yield of 12.86 per cent, to tap the Eurobond market at all and even then would have themselves to give a guarantee against any possible future increase in the rate of tax.

As country after country has discovered, in these circumstances a withholding tax on interest is not a tax on the wicked foreign capitalist, but a tax on the domestic industrial borrower. Such countries, including the U.K. in 1969, have ensured that their risk borrowers can tap this market freely by introducing specific legislation. British companies, French companies, American companies, Australian companies and others can all have access directly to this market without any tax penalty. (At present there are temporary restrictions affecting borrowing by residents of countries such as Switzerland and Germany, such restrictions being intended to keep hot money out of a strong currency country.)

It follows from all this that a great many financial transactions can take place directly in such a way that the borrower can claim a deduction at the interest rate without the lender having to pay any corresponding tax on it. No tax is saved (as there was none in the first place) by setting up a Luxembourg company as an intermediary.

What the holding company does is to give a considerable degree of flexibility. An international group can set up such a company which arranges an international borrowing and having borrowed the money can re-lend it to other companies within the group in different countries according to the needs of the moment. This is an administrative convenience rather than a tax avoidance manoeuvre. Indeed it is essential to ensure that interest is paid to the Luxembourg holding company in such a way that it can be claimed as a deduction.

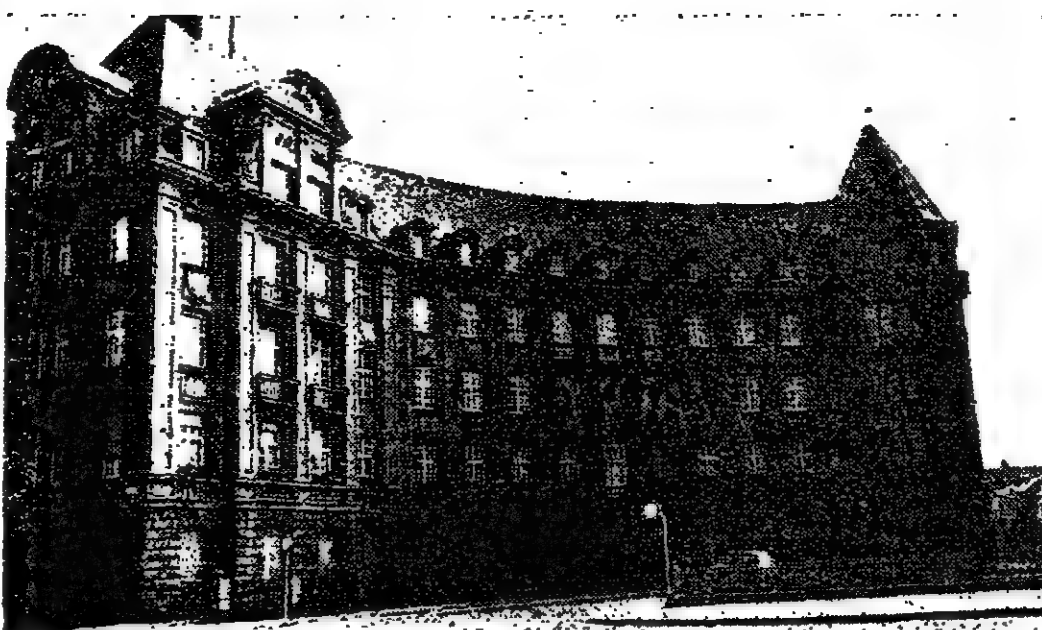
There are two other important uses of a Luxembourg holding company. These are for international investment trusts which wish to retain flexibility to invest in a number of countries, and joint venture companies.

Best answer

One of the more difficult recurring problems facing any one professionally engaged in international taxation is that of a syndicate of companies or occasionally private investors in various countries who wish to get up a jointly owned company which would in turn invest in a number of other countries. In such a case it is nearly always turns out that the best answer from a purely fiscal point of view would be for each partner to make his own investments directly in each target country. This, however, is administratively inconvenient and managerially unacceptable: the problem then is to find the nearest approximation to a tax neutral holding company which can be interposed with the minimum of additional tax.

Sometimes but by no means always, the answer is in Luxembourg. Here all that one has to do is to find the best available answer given that tax systems of the Community are not harmonised for this purpose. The Luxembourg holding company would, for EEC purposes, at least, become a superfluous entity even the intermediate aim of tax harmonisation had been achieved.

The EEC report of June 18 of EEC agree to harmonise



One of the EEC office buildings in Luxembourg—it was formerly the HQ of the Coal and Steel Community.

points out that holding companies can be used for three purposes: for control and co-ordination, for financing, and to collect and accumulate income. The first of these is admitted to have no tax relevance although, as I have pointed out, it is an important attraction of Luxembourg in practice.

The report first examined the financing role of holding companies which it says (adopting William Hopper's phrase) act as "a turntable for capital." "Crucial" says the Report "is much less well founded, where it relates to dividend collected by a holding company is as in the case of most countries this income is liable to corporation tax at the level of the company distributing it. Exemption is then aimed solely to avoid economic double taxation." In fact because of the lack of withholding tax reductions normally granted by double tax agreements to tax avoidance purposes would appear to be achieved by a Luxembourg holding company which could not be accomplished by holding shares direct.

The Commission Report has stronger grounds for criticism when it comes to interest payments but the analysis is a little confused. The report states "for instance if an industrial company established in a country with high withholding tax sets up a holding company which is to loan funds in another country" (meaning presumably Luxembourg) "with no or only very low withholding taxes, this industrial company escapes withholding tax in its own country."

Interest flow

This is true, but it escapes withholding tax only at the cost of being deemed a reduction for the interest. It is counter-productive tax planning to route charges against income into a tax-free country. The benefits of Luxembourg can only be enjoyed in the circumstances mentioned if the money can be re-lent in such a way that interest corresponding in amount to the interest paid, flows into Luxembourg in a form which is tax deductible to the payer. As already explained, if the interest can flow out to Luxembourg without withholding tax it could, in any case, have been paid to the original lender without withholding tax.

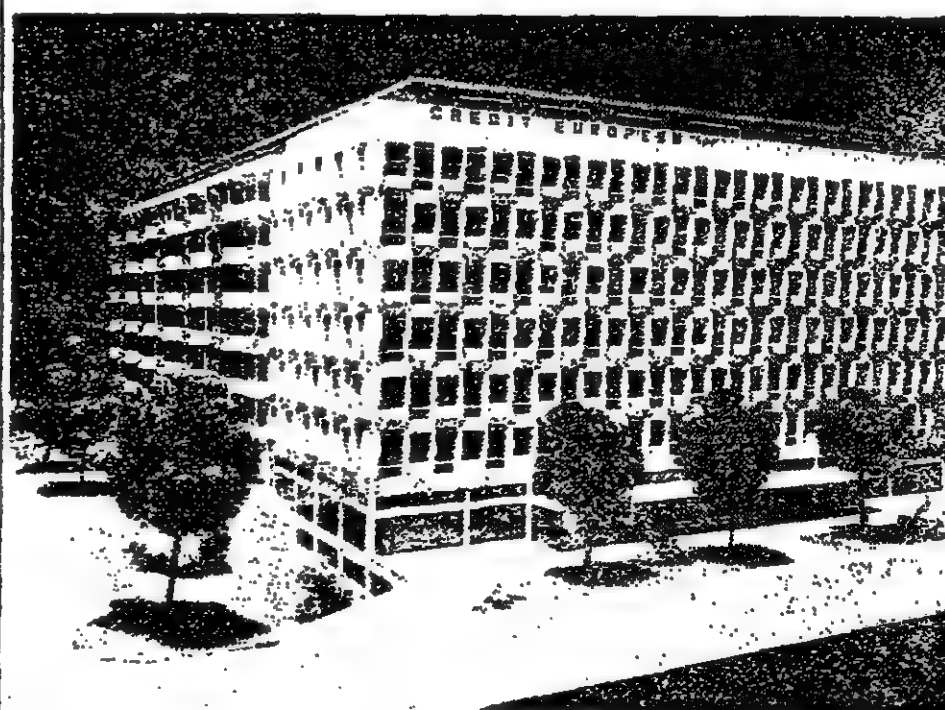
The Report does make this point explicitly in the next section on so-called "letterbox" companies. It suggests that the company may "even place funds at the disposal of the natural or legal person controlling the holding company in the form of a loan... In this way this person enjoys the additional advantage of being able in principle to deduct from taxable income the loan interest paid to the holding company."

This is true and this is a possible international abuse. However, the extent to which this possibility exists is not the fault of Luxembourg. Anyone concerned with the set-up of tax havens is aware that the real problems arise in the country of source of the income and in the country of residence of the true beneficial owner of the income. For the device suggested to work there must be freedom from or a lower rate of withholding tax on interest paid to non-residents without loss of the right to deduct the interest from taxable profits. If it is possible to flow interest into a Luxembourg holding company in this way it is possible to flow it anywhere in the world with or without the intervention of a holding company. If the income can accumulate in the country of residence of the shareholders, no legislation to deal with this particular form of tax avoidance is necessary. This problem will therefore continue unless member states

a positive and substantial rate of withholding tax on all interest payments to non-residents except where there is a corresponding tax liability in the country of residence. Mr. Alban Hansen speaking at a Financial Times conference organised in Brussels in June indicated that moves in this direction were being considered. However, the enforcement of withholding tax in these circumstances would, in most cases, check the rate of growth of the country or countries imposing the restriction and would also force up its own domestic rates of interest.

Tax holiday

Legislation directed at the accumulation of income in offshore subsidiaries also has its dangers. If passive income accumulated in a tax haven is to be taxed, how about profits earned in a country which offers a tax holiday to stimulate development? How does one distinguish between total tax-free income accumulated in Luxembourg and dividends paid to Luxembourg which although tax-exempt there have borne a full measure of tax in the panes."



Our new Head-Office building scheduled for completion later this year.

A full service bank established in 1961, our total resources exceed L.Frs. 1,500,000,000.

Soon to have our 3rd office in Luxembourg-City. We have branches in Esch, Differdange, Dudelange, Ettelbruck.

Our parent, International Bank of Washington, D.C., maintains investments in banks having total resources in excess of \$2,750,000,000.

Please call on us for any bank or bank-related service.

CREDIT EUROPEEN

21, Rue Giesener, Luxembourg-City. Telephone: 48 10 11. Telex: 524. Cable: Eurobank, Luxembourg

CIAL

CREDIT INDUSTRIEL D'ALSACE ET DE LORRAINE

Complete service for international financial operations:

- Euro-Bonds
- Euro-Currencies
- Incorporation and Administration of Holding Companies and Mutual Funds
- Portfolio Management for Private and Institutional Investors
- Complete Banking Service

Ask for our booklet "Holding Companies in the Grand-Duchy of Luxembourg"

103 Grand' rue LUXEMBOURG

Tel: 468511 Telex: 243 and 244

wintertimetable with directflights to

LUXEMBOURG
18.40



From Monday to Friday: Returnflight in one day.

structure for your returnflight to

LONDON
9.45

inquiries contact your agency, or BEA, Phone 759 5411

LUXAIR
Luxembourg Airlines in pool with Northeast

A Norseman in Luxembourg
CHRISTIANIA BANK OG KREDITKASSE INTERNATIONAL S.A.
LUXEMBOURG

is been in operation since May 1973.

wholly owned subsidiary of one of Norway's commercial banks, Christiania Bank og Kasse, Oslo, our bank maintains close relations with Norwegian commerce, industry and shipping.

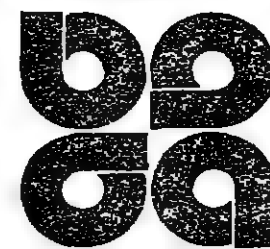
Christiania Bank og Kreditkasse International S.A., andly increasing its euro-currency market as in connection with short and medium term financing, management of short term funds in capital convertible currencies; and foreign operations, spot and forward.

Christiania Bank og Kreditkasse International S.A., 29, Avenue Monterey, Luxembourg. Telephone 41 4211. Telex No. 543. Cable address XIABANK

مركز العمل

BANKING CONTACT

YOU NEED IN LUXEMBOURG



banque du benelux - la luxembourgeoise
société anonyme

Luxembourg
10, rue Aldringen
P.O.B. 1104
telephone: 47671
telex: luxbk 1254

arbitrage, eurobonds:
telephone: 44841
telex: luxarb 1251

internationally specialised departments

FOREIGN EXCHANGE
EURO - LOANS
EURO - BONDS
HOLDING COMPANIES

ASSOCIATED GROUP:

La Luxembourgeoise S.A.
Luxembourg
Banque du Benelux S.A.
Anvers
Banque de Suez et de l'Union des Mines S.A.
Paris
Bankers Trust Co.
New York

UNIBANQUE

UNION DE BANQUES PRIVEES
SOCIETE ANONYME
LUXEMBOURG

• Eurobonds, issues and trading

• Euro-currencies

• Private Banking

Casse Postale 261 Luxembourg-Ville
17, avenue de l'Arsenal
Telephone 468 01 Telex 249

BHF-BANK-DGK International

a joint venture of
BHF - BANK
BERLINER HANDELS-GESELLSCHAFT
— FRANKFURTER BANK —
Frankfurt am Main
and

DGK
DEUTSCHE GENOSSENSCHAFTSKASSE,
Frankfurt am Main

Our services include:

- short and medium term finance in all convertible currencies
- international money and foreign exchange market dealings
- acceptance of time deposits in all Euro-currencies
- management of or participation in syndications of international loans
- underwriting of Eurosecurities
- dealings in Eurobonds and German securities

Highlights:

(in millions Frs. Lux and millions DM equivalent)

	Total assets	Capital + reserves
May 1 1972	F 150 (DM 11)	F 150 (DM 11)
February 28 1973	F 11,322 (DM 830)	F 342 (DM 25)
June 30 1973	F 17,900 (DM 1,300)	F 450 (DM 31)

LUXEMBOURG POB 258 Tel. 2 85 21 Telex 661

LUXEMBOURG CAPITAL MARKET III

The international banking community is there in force

By a Correspondent

The Common Market decision to locate its Monetary Co-operation Fund in Luxembourg has dramatically confirmed the importance of the Grand Duchy as one of the major financial centres of Europe. Taken in April and confirmed in June, this decision made Luxembourg the European Community's smallest member, the focal point for its most ambitious project, the Fund is envisaged as the forerunner of a Common Market central banking system, the prerequisite for all economic and monetary union.

Backed by reality

This symbolic financial eminence is backed up by primary bond market managers and co-managers, and secondary established in Luxembourg continues to rise steadily. The Grand Duchy now boasts some 65 banks, and there are likely to be some 80 by the end of the year. Of these only two are domestic. The newcomers are far from being second-line institutions. Major U.S. banks are still coming into the Duchy and this year has seen the first application by a Japanese bank to set up a Luxembourg subsidiary.

As can be seen from the accompanying table, the balance sheet total of all the banks is also huge. Indeed, between the end of 1972 and first six weeks of this year last June alone they grew by over Lux.Frs.100,000m, to reach about Lux.Frs.630,000m. (about \$17,000m.). Aided by a freedom of capital movement made possible by a dried up and secondary market, two-tier foreign exchange prices have slipped sharply.

Despite surges of activity, other currencies have so far not established themselves as consistent alternatives and up to the present time the secondary market has failed to arouse itself from a deep lethargy. In mid-September the Bondtrade indices for medium- and long-term securities were standing at 96.60 and 90.50 respectively, marginally higher than three months earlier, but far below the levels of around 101.50 and 98.20 prevailing at the start of the year.

Although there are signs that new issue activity is beginning to pick up again, helped by some two months of comparative exchange market calm, there can be no doubt that profits from Eurobond activities will be very much lower this year than last. On the other hand money market activity is at record levels, so that what the banks lose on the bond swings they can gain on the Euro-deposit roundabouts.

Simply enormous

The growth in Eurocurrency deposit trading has been simply enormous. Recent figures for London showed that the volume of the market expanded more in the first five months of this year than in the whole of the previous year, most of the increase arising from interbank business. And perhaps because Luxembourg is so centrally placed within Europe, and so accustomed to watching what is happening to its larger and more powerful neighbours, its Eurocurrency traders are more ready than many of their rivals in other financial centres to work all the currencies.

Balancing the decline in the bond market against the upsurge in shorter-term deposit trading it seems likely that Luxembourg's banking sector will come out of this year with colours flying.

It is partly a question of flexibility, and in this respect Luxembourg has one fundamental advantage, taken from German banking tradition. It has maintained the concept of the universal bank.

Unlike Belgium—its partner in the Benelux-Eurozone Economic Union—which split-off portfolio investment from deposit banking as part of its solution to the crises of the 1930s, Luxembourg allows its banks to diversify their interests into every aspect of legitimate financial activity. Luxembourg banks can go into the mortgage business, hold interests in commercial and industrial enterprises, join international loan issue syndicates, make secondary securities markets, run portfolio investment funds: they can offer their clients, and use themselves, a full range of financial services.

It can be seen from the above that the reality of banking in Luxembourg is far removed



Banque Internationale, the oldest bank in Luxembourg, is one of the non-nationalised banks in Europe which retain the right to issue banknotes.

LIABILITIES

End year	Dub to banks	Deposits at sight	Deposits at term	Savings deposits	Bonds and Bank notes
1946	108	1,680	200	2,098	10
1958	681	4,556	2,946	5,159	118
1966	11,870	12,215	11,999	12,153	162
1967	16,340	15,013	12,580	13,286	1,724
1968	31,234	17,192	15,384	14,263	2,162
1969	51,678	27,280	27,927	15,323	2,239
1970	132,280	28,946	39,073	16,467	2,802
1971	214,389	35,759	48,018	19,189	3,440
1972	344,664	53,948	58,725	22,678	4,723

THE BANKING SYSTEM

ASSETS

End year	Sight	With banks and Money market	Promissory notes and commercial paper	Secured Advances	Unsecured Advances	*In %
1946	275	580	595	645	506	14
1958	572	3,699	3,502	4,705	1,398	24
1966	2,542	12,052	8,890	14,975	5,080	44
1967	3,404	24,657	10,027	14,949	5,092	53
1968	4,132	39,741	11,532	17,359	7,749	74
1969	8,645	71,549	14,341	21,779	13,808	54
1970	8,374	106,761	14,145	47,904	38,181	19
1971	6,489	170,964	19,929	49,690	64,264	28
1972	8,418	281,370	27,023	78,867	85,240	45

* At Cost

Source: Commissariat au Contrôle des Banques.

from its "brass-plate" reputation. Insofar as it has developed into Europe's second most important entrepot banking centre, this is due to the growth of its activities and influence of the Commissariat au Contrôle des Banques. It is no accident that this organisation has made detached studies of how the London market is regulated yet promoted, though not a few banks in Luxembourg think that the regulations are more stringent than London's.

Delicate matter

One example of how the Commissariat has sought to promote "real" banking and discourage less serious institutions from setting-up is the fact that until

three weeks ago, foreign banks were required to bring in a minimum capital of Lux. frs. 100m. (about \$2.8m.). Now the minimum capital requirement has been raised to Lux.Frs.250m. (about \$6.5m.). This regulation applies to branches of foreign banks as well as to subsidiaries.

In addition to this, banks are required to ensure that their "over-funds" never fall below 3 per cent of their borrowed funds. Just how far these regulations are in fact enforced is a delicate matter, but there is no doubt that requirements like these of course increase the potential costs for a foreign bank planning to set up in Luxembourg.

Given the liquidity of the Luxembourg banking system, the requirement that a 30 per cent liquidity ratio be maintained is not very onerous. However, what may be said is that the Commissariat is making great efforts to ensure that conservatism is blended with freedom in Luxembourg banking.

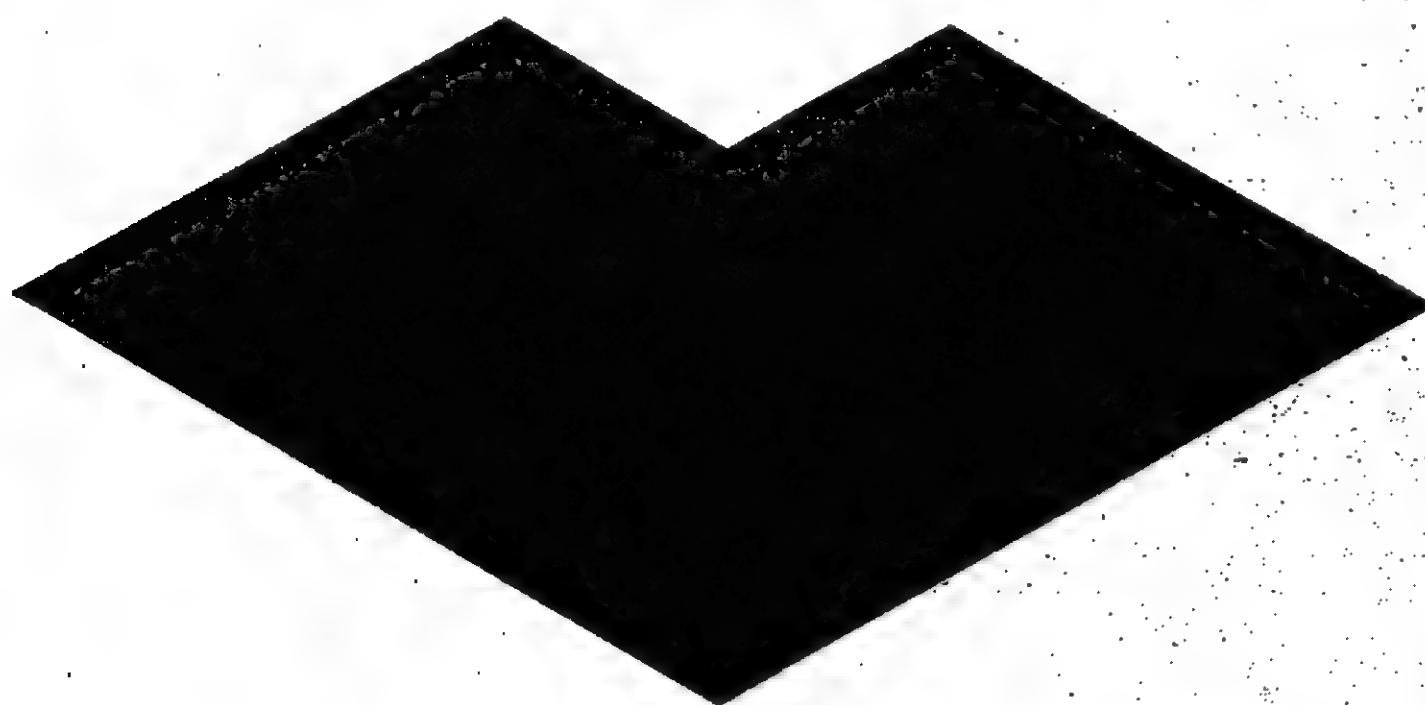
The methods it uses for this are first to screen off the banks. It doesn't want to set up a first class bank to get permission to set up; there can take a matter of days, however, in the case of those which are not wanted, the administrative delays can be long.

The Commissariat's second line of defence lies in ensuring that the managers of European monetary fund.

TOTAL BALANCES

End year	Balance sheet total Lux.Frs.m.	Liquidity ratio Lux.Frs.m.	Bank staff number
1946	4,953	n.a.	n.a.
1958	16,599	46.86	1,053
1966	58,739	56.90	2,223
1967	66,410	60.14	2,386
1968	90,145	64.38	2,615
1969	133,914	69.50	3,187
1970	235,789	55.76	3,756
1971	343,094	58.39	4,270
1972	517,004	62.80	4,778

Source: Commissariat au Contrôle des Banques.



For
your business
in Europe

BfG

BfG Luxembourg
17, Boulevard Royal
Luxembourg

Telex 1213 and 1214
Telephone 40011

A 100% subsidiary of
Bank für
Gemeinwirtschaft,
Frankfurt



BANQUE UCL
17, Boulevard Royal
Luxembourg

Telex 395
Telephone 473895

An affiliate of
Bank für
Gemeinwirtschaft,
Frankfurt



BANQUE DE PARIS ET DES PAYS-BAS
POUR LE GRAND-DUCHE DE LUXEMBOURG S.A.
INTERNATIONAL BANKING
Head Office: 10a, boulevard Royal-Luxembourg
R.C. Lux. Section B no 6754

Telex: 332 (2 lines) General Banking
253 (3 lines) Foreign Exchange Dealers
208 & 710 Stock Department

Tel: 408 30 (10 lines)
418 01 (9 lines)

Branch: 1, Place de la Gare - Luxembourg

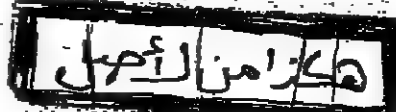
Tel: 48.00.51 (5 lines)



Herstatt-Bank Luxembourg
Friedrich Herstatt
Private Bankers

60/64, Avenue de la Liberté, Luxembourg
Telephone: 483155 - Telex: 647
R.C. Lux. B 9823

affiliated with
Bankhaus I. D. Herstatt
Kommanditgesellschaft auf Aktien, Köln





THE FIDINAM GROUP
Lugano, Zurich, Zug, Lausanne,
Geneva, Milan, Madrid, Toronto,
Nassau (Bahamas), Sydney,
Rio de Janeiro

established in Luxembourg

FIDINAM (Luxembourg) S.A.
43, Rue Goethe,
Luxembourg-Ville
Tel. 27877—Telex 264

Our organisation is at clients' disposal for:

- economic analysis and feasibility studies
- international investment, management and counselling
- international corporate and tax counselling
- company incorporation, management and corporate services
- real estate counselling, sales and property management
- accounting, estate management and EDP (Electronic Data Processing)
- auditing, management consulting and appraisals
- real estate development coordination, project and construction management

FIDINAM S.A.
head offices: Via G.B. Pioda 14,
CH-6901 Lugano
Tel. 091/75333 (20 lines)
Telex 79255

DEWAAY LUXEMBOURG S.A.

Member of the Luxembourg
Stock Exchange

*Specialists in international
arbitrage*

- Secondary market for international funds
- Japanese convertible bonds and bearer certificates
- South American securities

47, boulevard Royal
LUXEMBOURG

Telephone : 29393 Telex : 603 798

LUXEMBOURG CAPITAL MARKET V

Stock Exchange the main centre for Eurobond dealings

By MARY CAMPBELL

Given the inauspicious date of its foundation—1929—it is hardly surprising that the Luxembourg Stock Exchange owes its present importance to developments since the last war. Indeed, it can only really be dated back to the emergence of the Eurobond market in the early- and mid-1960s.

Since then it has become the closest that there is to a stock exchange for the Euromarkets. Luxembourg's domestic corporate structure has little to offer in terms of share trading. Of the total of 806 securities listed on the Exchange at the end of last year no less than 589 were Eurobonds, while a mere 69 were, on the widest definition, Luxembourg securities (and this figure includes Government and municipal stocks).

The Luxembourg Stock Exchange is also a major centre for the listing of mutual funds: at the end of last year 62 Luxembourg-based mutual funds were listed there and 29 foreign funds. It is interesting to note, however, that the number of funds listed has actually declined recently: the comparable figures for 1970 were 59 Luxembourg and 33 foreign.

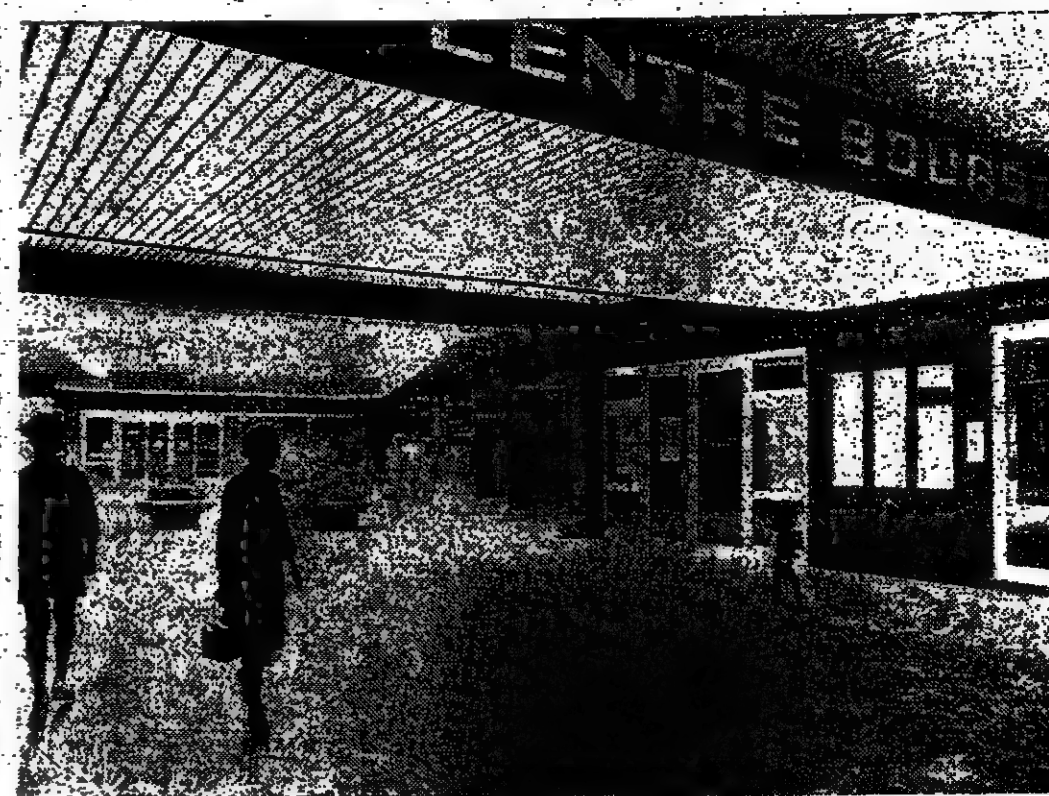
The importance of the Eurobond market for the Luxembourg Exchange is also reflected in the low turnover. Because Eurobond investors and dealers are spread widely throughout Europe and elsewhere Eurobonds are therefore traded by telephone and Telex rather than through the Exchange. The volume of turnover on the exchange is very low relative to the number and value of stocks listed. Total value of shares bought during the last financial year was \$30.6m. (though the over-the-counter market in Luxembourg ran at the rate of \$8m. per day). Trading sessions on the floor last only for two hours each day.

In the early stages of the development of the Eurobond market, Luxembourg was an attractive Exchange for listings because of the speed with which they could be accomplished and the flexibility of the publication requirements. The Luxembourg authorities are at pains to point out that all this—except the speed element—has now changed. They maintain that requirements as to prospectuses and publicity—all of which have to be approved by the Commissariat au Contrôle des Banques to which a lot of additional material also has to be submitted—are now among the most stringent in the world. Just why the Exchange continues to be used as a listing centre is therefore something of a mystery—one authority in Luxembourg at least attributes it to tradition.

Computer system

At all events, the Luxembourg Stock Exchange is doing all that it can to ensure that its role as the main stock exchange for the international capital markets continues in the future. It has agreed to take responsibility for working out and publishing exchange rates against 10 currencies for the Euro basket of currencies in which the European Investment Bank is currently issuing bonds; the choice of Luxembourg as the site for Cedel has also done much to promote the city's status in the Eurobond market (though Cedel is owned by banks and is not directly linked to the Exchange). Most important of all, it is closely involved with the setting up of a computer-based trading system for the Eurobond market, known as Euxor.

The raison d'être for the establishment of such a system is the high cost of running a truly international securities trading market. At present, each investor and dealer has to have direct telex and/or telephone lines to the dealers in the market—lines which usually have to cross at least one frontier and often more. It would be much cheaper, it is argued, to have all these lines centralised in one place so that investors and dealers alike only have to have one line in and out where they would be automatically matched by the computer.



The Luxembourg Stock Exchange, with its ground floor shopping precinct

So far, only the first feasibility study has been completed. This was favourable, and last Friday a second feasibility study was formally commissioned by some 70 interested institutions. Each institution backing the second study is putting up a maximum of \$1,000 to finance it. To date, the dealing community has mostly held off participating, but the Exchange expects these and other institutions to come in if the second study proves favourable. The second feasibility study, like the first, will be carried out by Fiduciaire Générale de Luxembourg (the management consulting firm based market to date).

A company would be set up to run Euxor. It would be owned by interested institutions on a joint venture basis, with Luxembourg stock exchange which has sponsored the project, also having a (though, it emphasises, holding will not be bigger than that of any other participant).

One of the main concerns of the Luxembourg Stock Exchange over Euxor security. Plans at this envisage that the Board Euxor or an international admission committee examine possible candidate participation, including guarantees and insurance. They also envisage that Luxembourg stock exchange would supervise the market after it is set up to ensure no irregular trading practices creep in.

Usage basis

The costs of the system is implemented are likely to be divided on a usage basis.

There can be little doubt that insofar as any stock market requires a computerised system it is the Eurobond market. The geographical distribution of traders is one re but another is the sheer endless round of problems which have faced the second market—problems which from the fact that the Euro market as a whole is so small and has grown so fast. Euxor system, despite all technical and other difficulties which are likely to arise perhaps the most imaginative solution which has yet been suggested. For this, all the way to the Luxembourg Exchange.

Mastery in mutual funds

By a Correspondent

Luxembourg has long been slower in the past three years than before. Between 1967 and 1969, the assets of all Luxembourg funds multiplied almost five times— from Lux.Frs. 22,681m. to Lux.Frs. 97,066m. In 1970 the total actually declined—to Lux.Frs. 82,587m. After declining again slightly between 1970 and 1971, assets rose again last year to Lux.Frs. 112,476m. (about \$2,500m., or \$1,000m.).

Luxembourg's outstanding advantages as a centre for portfolio management are threefold. These are, first, the absence of withholding tax—or, as the Luxembourgish put it, the absence of double taxation on interest and dividends—and secondly, the fact that the Duchy has on its doorstep an avid investing public in the form of the Belgians.

The latter are only too anxious to have their funds managed in Luxembourg because the favourable tax situation does not exist at home, while it is difficult for the Belgian tax authorities to check up on whether even normal income-tax is being paid if the funds are held in a separate country, however close. Legend has it that on coupon or interest payment dates, one post on the Belgian-Luxembourg frontier is left unmanned to let through a scurry of Belgians taking their funds back home. The third advantage is the liberal holding company legislation.

Tightening up

However, as in other European countries, the investment climate in Luxembourg was hard hit by the IOS and Gramscio debates. Even apart from these, the Luxembourg authorities have been busy tightening up the controls on the mutual fund industry as on the banks and on the listing procedures on the stock exchange. The rate of increase of mutual funds setting up in Luxembourg has recently fallen off sharply, as has the number being listed on the Exchange.

In 1970, there were 59 Luxembourg-based mutual funds quoted on the Luxembourg Bourse; by the end of 1972 there were 62. The number of foreign mutual funds quoted on the bourse actually declined—from 33 to 31—over the same period.

Apart from these a further 24 mutual funds were based in Luxembourg at the end of 1972 and not quoted on the Bourse. The growth in total value of these funds has also been

Open and closed

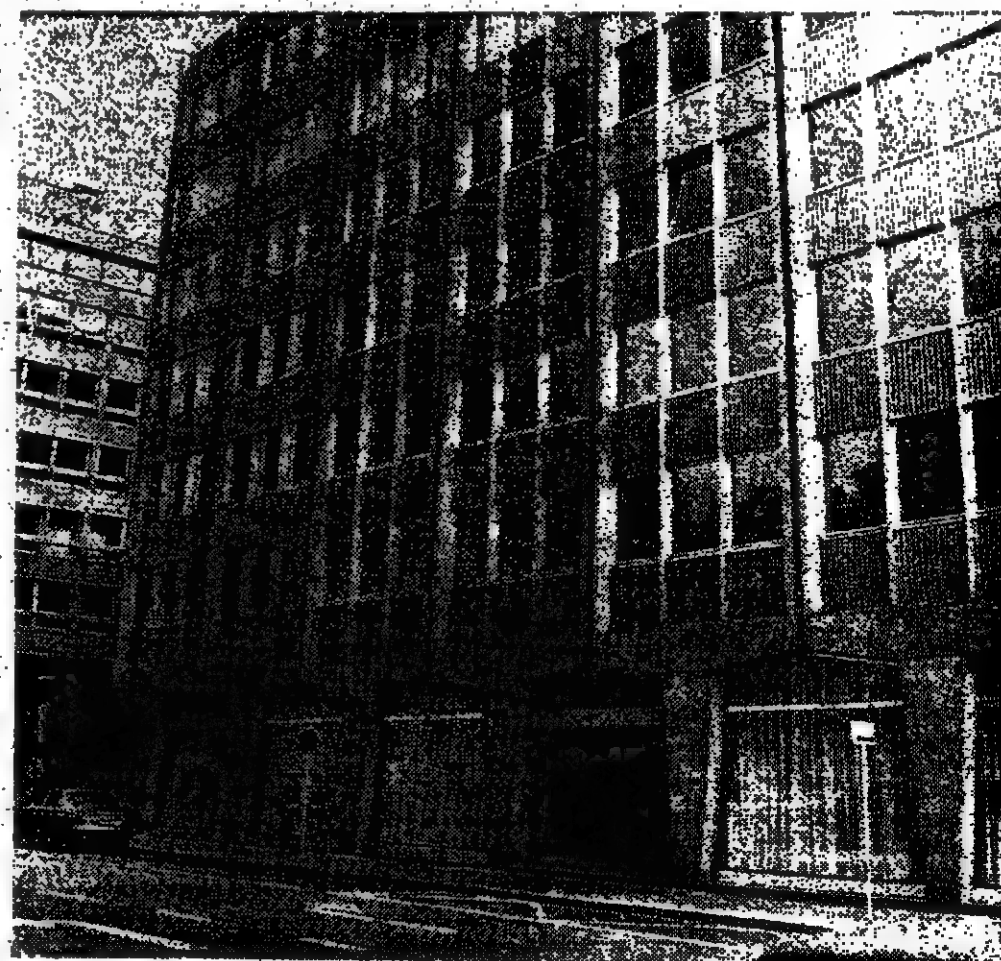
There are broadly two kinds of mutual fund in Luxembourg, the open-ended fund and the closed-end fund. The open-ended fund consists of three entities linked each to the other by management regulations. These are the management company, which has always so far been formed as a "société anonyme," the investment fund itself and the depository bank. In the case of closed-end investment funds, by contrast, the management and investment functions are combined, though a separate "repurchase company" is usually also formed as a subsidiary.

The closed-end investment company has the full benefit of the advantages of being established under Luxembourg holding company law. The only taxes due are the following: a registration tax of 1 per cent on all the assets brought into the company; an annual subscription tax of 0.16 per cent calculated after the first year on the average stock exchange price of the shares listed.

The "société d'investissement" formula has to date proved more attractive than the "fonds communs de placement". There are a number of restrictions on open-ended funds—they are precluded, for example, from borrowing short- or long-term funds and therefore cannot rely on gearing for the management of the fund's assets.

Very little, if any, of the money managed by any of these funds is invested in Luxembourg itself, except in Eurobonds. Much of the funds is invested in Wall Street—but the names alone of these funds give some idea of their international spread. They include, for example: First Investment American Trust, Intercontinental Technology, Europ-Obligations, Nippon Special Holding, Fonditalia and Fund of Nations—not to mention more romantic titles such as Shareholders Excalibur.

The management of, and the funds are equally international. A number of them are managed or advised by British merchant banks; while investment advice on



Offices of the Banque Generale

some funds ranges as far as the Japanese Nikko Securities.

Luxembourg investment funds are subject to a not inconsiderable degree of supervision. As in the case of the banks and disclosure requirements on the stock exchange, the responsibility for overseeing the mutual funds rests with the Commissariat au Contrôle des Banques. Funds have to submit quarterly reports to the Commissariat, plus very detailed reports semi-annually.

The regulations governing the mutual fund industry in general in Luxembourg were tightened up sharply at the end of last year. All funds based in Luxembourg now have to have reports from independent accountants (to the satisfaction of the Commissariat).

This new regulation has effectively destroyed much of the "off-shore" character of the Luxembourg mutual fund industry, since these regulations apply equally to funds selling in Luxembourg and those which sell only abroad. The future of the Luxembourg mutual fund industry now rests therefore on the favourable tax climate—and, of course, as with so much else in the city, on tradition.

TRADE DEVELOPMENT BANK HOLDING S.A.

34 Av de la Porte-Neuve, Luxembourg.

Capital funds employed U.S.\$ 150 million

Total assets U.S.\$ 1,650 million

Listed on the London and Luxembourg stock exchange.

Principal affiliates

- Trade Development Bank—Geneva
- Trade Development Bank—London
- Trade Development Bank—Nassau
- Trade Development Bank (France)—Paris
- Trade Development Bank (Luxembourg)—Luxembourg
- Trade Development Bank Overseas—Panama
- Republic National Bank of New York—New York

Representative offices

T.D.B.—R.N.B.: Beirut—Buenos Aires—Caracas—Rio de Janeiro—Sao Paulo
T.D.B.: Frankfurt/Main

A TRUE INTERNATIONAL SERVICE

THE LAW DEBENTURE CORPORATION, LIMITED

An office will be opened this November in Luxembourg to provide a trustee service for Eurobond and Loan Capital issues.

For further information please contact:—

D. R. Mackarness,
The Law Debenture Corporation, Ltd.,
Winchester House, 77, London Wall,
London, EC2N 1DA. Tel: 01-588 1511

هكنا من المال

LA PLAIDERIE TRUST COMPANY LIMITED

A trustee company owned and controlled in the Channel Islands

Trustee Services
Financial Planning
Company Administration

La Plaiderie, St. Peter Port,
Guernsey, Channel Islands
Telephone: 0481 26421
Telex: 41619

Associated Company:
LA PLAIDERIE CONSULTANTS S.A.
Advisers to the Professions
43, Rue Goethe, Luxembourg
Telephone: 2 78 77, Telex: 8058 264

International Banking is our business

In Luxembourg you wish to find Eurobanks. You'll also find Bayerische Vereinsbank International.

Banking to us means international know-how and personal flexibility.

We belong to Bayerische Vereinsbank. One of Germany's biggest. With a consolidated balance sheet total of more than DM 33 thousand million. With offices in main centres such as New York, Paris, Tokyo and Rio de Janeiro.



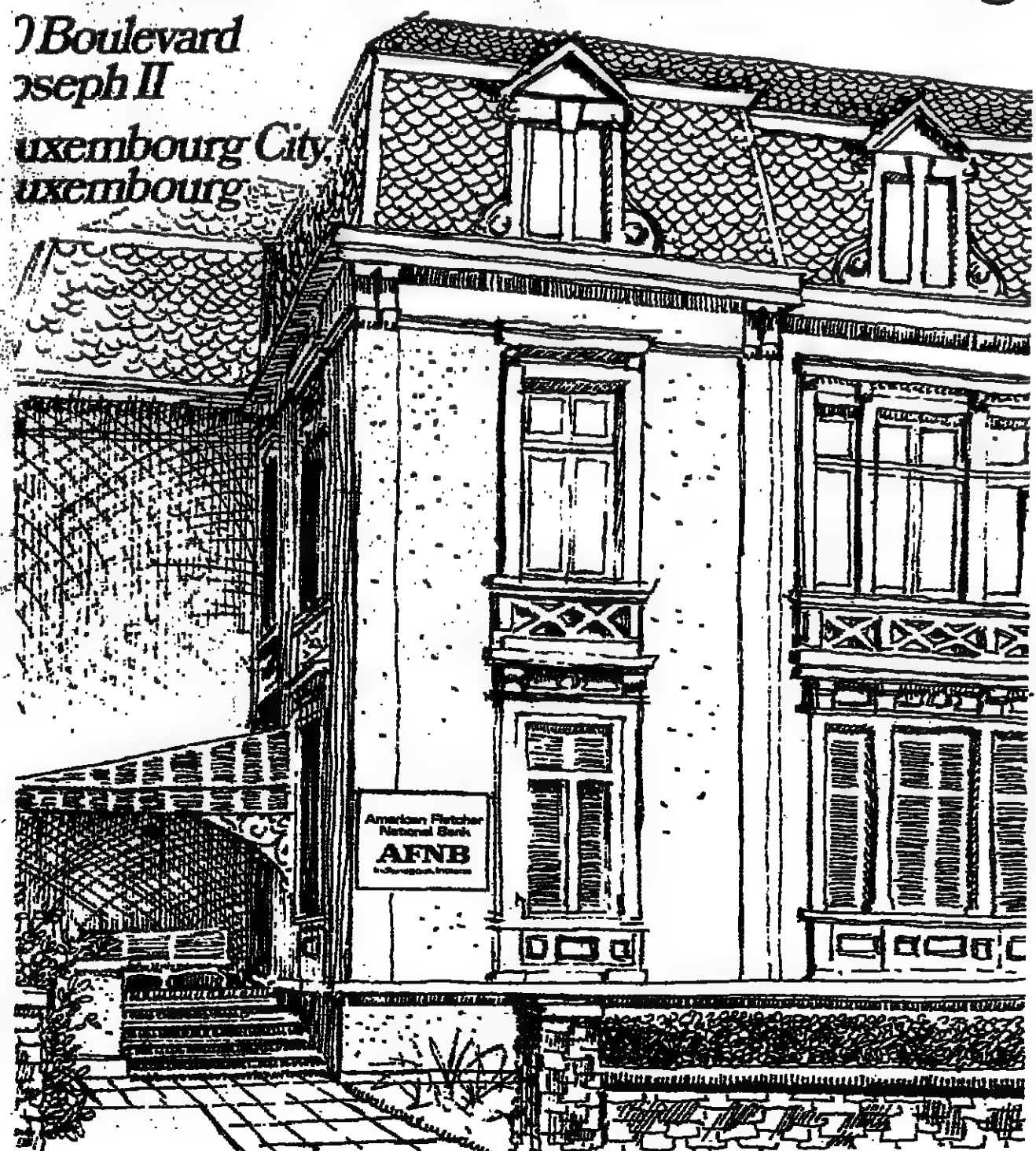
BAYERISCHE VEREINSBANK INTERNATIONAL SOCIÉTÉ ANONYME

Rue des Bains, 14
Luxembourg
Téléphone: 4 28 61
Telex: 652

American Fletcher in Luxembourg

7 Boulevard Joseph II

Luxembourg City
Luxembourg



"American Fletcher's responsibilities and opportunities for expanded international services to our customers led to the opening of our second foreign branch. It demonstrates our commitment to expand our service to multi-national corporations and correspondent banks with banking activities from our new home within the growing European Economic Community."

Frank E. McKinney, Jr., President

American Fletcher National Bank AFNB
Indianapolis, Indiana Member FDIC

مصرف الامم المتحدة



BANQUE LAMBERT - LUXEMBOURG

traditional banking and beyond

BANQUE LAMBERT - LUXEMBOURG S.A.
Registre de Commerce Luxembourg 88098

11, boulevard Grande-Duchesse Charlotte, Luxembourg
Telephone: 47.20.81 Telex: 303 LUXLAM L

WESTERN PENNSYLVANIA NATIONAL BANK

is pleased to announce
its name change
to

Equibank N.A.

the bank continues to be the
wholly-owned subsidiary of

EQUIMARK CORPORATION

A one-bank holding company listed on the
New York Stock Exchange

PITTSBURGH HEAD OFFICE
G. S. Nachawi
Vice President-International Banking

Telephone: 412-471-8600, Telex: 086873
Address: Fifth Avenue at Smithfield Street
P.O. Box 3390
Pittsburgh
Pennsylvania 15230
U.S.A.

LUXEMBOURG BRANCH
William J. Zunkel — Vice President & Manager
Jan Scheepstra — Chief Foreign Exchange Dealer

Telephone: 47-0851, Telex: 1216
Address: Coin Boulevard Royal et Grand' Rue
P.O. Box 1505
Luxembourg - City
Luxembourg

BANKS AND TREASURY PURCHASE

ENGINEERING AND METAL—Cont.

HOTELS—Continued

هكذا من الحمل

[illegible]

Index rose 2.9 to 425.2

THE LEX COLUMN

Mixture as before at Fosco Minsep

Again yesterday, there was no news background to explain the interesting pattern of resilience in equities—down, up, down, up, in the FT Index. True, gilts are looking ready for a run upward, though for the prevent a rise of just 1½ per cent, in the FT gilts index is merely a straw.

Fosco Minsep

The analysts liked the Fosco Minsep interim report yesterday: the jobbers belatedly fell into line, marking the shares up 6p to 148p. So it might seem churlish to be even initially disappointed with a performance which boils down to a 25½ per cent rise in profits from a 29 per cent increase in sales, both net of acquisitions, for mid-term totals of £4.7m. pre-tax and £40.5m. respectively. However, the group itself pointed out in June that a 23 per cent gain in 1972 profits, with the growth rate accelerating over the year, came from market penetration and new products as far as the

major metallurgical side was concerned, leaving the upsurge in world steel production as extra goodies for 1973.

The fact is that sales growth has accelerated visibly from the 22 per cent of 1972 and costs have risen even more rapidly: on a past assessment of Fosco as a group concerned with long term growth rather than maximising short term performance, this would suggest that it decided to spend more on research and development; there is also a suggestion that on the more heavily capitalised waste management side it may have decided to take a tough line on writing off bulldozers and earth-moving equipment. Certainly there has been no stock market percentage lately in a super-growth which has had even a sniff of cyclicity about it, while Fosco is still as happy about its growth prospects for 1973 and 1974 as it was four months ago.

On outside earnings forecasts for this year around the 10½p share mark, the prospective p/e comes out at 14, which looks

low in both relative and absolute terms for a stock of this quality. See also Page 27

FNFC

The half-year result of £9m. pre-tax against £5.63m. from First National, taking in £1m. (£120,000) from flat disposals, was good for a 3p rise in the shares yesterday to 78p. The loan climate may have deteriorated, but we are apparently in for another big expansion (it was £100m. odd to £216m. last year) in FNFC's advances this year; and there must be ultimate non-bank borrowers of those deposits for which the banks are bidding 13 per cent. Adjusting for the incidence of flat realisations, the same rate of absolute progress in the second half would give a total of about £19m. against £13.2m. for 1972. That would indicate net earnings after conversion of 7½p a share.

The assumption is that FNFC would not be declaring this level of profits without some assurance of the future. And given the kind of equity that presu-

ably remains in the end-1972 figure of £20m. for properties for development and associated companies, together with that in the advances portfolio, a current figure of about £75m. for long-term capital employed (published data) most understate the capital base significantly. See also Page 25

United Newspapers

Even against the background of mounting concern about newspaper availability, United Newspapers' more than doubled first half profits to £4.13m. pre-tax were good enough to see the shares 7p better at 355p yesterday. The figures emphasise the extraordinary surge in advertising, which jumped 40 per cent in January-June after the 23 per cent gain in calendar 1972. What dull areas there had been caught up with the rest; classified property advertising, for instance, responded to the appearance of a buyers' market in housing. On top of it all, United had the benefit of the cover price rises put in ahead of

Phase One—that pushed up newspaper sales revenue by 18 per cent. Even so, the group reckons it has just managed to stay within its Phase Two reference levels.

In the current half, advertising momentum has been maintained right through the normal summer slump. But there the good news ends. Although United reckons it is better placed for newspaper than some others (Beaverbrook fell 6p to 95p yesterday on its paging cuts) its contracted deliveries are running late and it may soon be forced to cut newspaper print cost a quarter more by the year-end than in January, and April's wage awards will bite fully this half. On say, £7.5m. pre-tax for the year, prospective p/e of 6½ looks cheap enough on fundamentals, but the newspaper sector is bound to be edgy for the next few months.

See also Page 25

Combined English

The switch by Combined

English from being a traditional department store operation four years ago to a fashion-oriented specialist retailer (two-thirds of profits now coming equally from menswear and fashion accessories) has obviously paid off. Profits for the first half of 1973-74 have moved up from £448,000 to just over £1m. before tax; taking out the acquisition and land sale, and adding back finance charges, reduces the latest figure to £0.8m. still a 78 per cent jump. Brokers' estimates of £3.4m. pre-tax on a fully annualised basis look attainable for a diluted p/e of 8½ at 81p. The group is now bent on volume growth, having squeezed out most of the streamlining benefits. The problem here could be the availability of new outlets, though it hopes to add ten per division (there are five divisions) in 1973-74. In any event, the current rating appears to be under no great strain. See also Page 24

JAMES & TATTON
STEEL SERVICE CENTRE

THE BIG NAME for STEEL

JAMES & TATTON LTD.
Newcastle-on-Tyne
Tel: 0209 444444 (4 Lines) 24 Hrs. Service

Weather

U.K. TO-DAY

DRY, cloudy at times, in most places. Cloudy, rain at times in S. Ireland, Scotland and N.W. England.

London, S.E., E. and Cent. S. England, E. Anglia, E. Midlands, Channel Is.

Dry, cloudy, some sun. Wind variable. Max. 17°C (63°F).

W. Midlands, N.W. Cent. N. and N.E. England

Dry, some bright or sunny spells. Perhaps rain later. Wind variable light, becoming moderate perhaps fresh. Max. 17°C (63°F).

S.W. England, S. Wales

Bright at first, perhaps rain later. Wind variable or S.W. light. Max. 17°C (63°F).

N. Wales, Lakes, Borders, Edinburgh and E. Scotland, Aberdeen, Cent. Highlands, Moray Firth

Cloudy, some rain or drizzle, becoming W. moderate. Max. 15°C (59°F).

I. of Man, S.W. Scotland, Glasgow, Argyll, N.W. Scotland, N. Ireland

Cloudy, rain, brighter later. Wind S. moderate or fresh, becoming W. moderate. Max. 15°C (59°F).

Caithness, Orkney, Shetland

Cloudy, some rain, some brighter spells. Wind fresh, becoming moderate. Max. 13°C (55°F).

Outlook: Changeable with rain at times, chiefly in the N. and W. Mostly dry in S. and E. Britain.

Lighting-up: London 19.27, Manchester 19.28, Belfast 19.44.

BUSINESS CENTRES

Amsterdam 14.17, Frankfurt 14.18, London 14.19, New York 14.20, Paris 14.21, Rome 14.22, Tokyo 14.23, Hong Kong 14.24, Singapore 14.25, Kuala Lumpur 14.26, Bangkok 14.27, Manila 14.28, Cebu 14.29, Iloilo 14.30, Zamboanga 14.31, Davao 14.32, Cagayan 14.33, Baguio 14.34, Angeles 14.35, Clark 14.36, Subic Bay 14.37, Zamboanga 14.38, Davao 14.39, Cagayan 14.40, Baguio 14.41, Angeles 14.42, Clark 14.43, Subic Bay 14.44, Zamboanga 14.45, Davao 14.46, Cagayan 14.47, Baguio 14.48, Angeles 14.49, Clark 14.50, Subic Bay 14.51, Zamboanga 14.52, Davao 14.53, Cagayan 14.54, Baguio 14.55, Angeles 14.56, Clark 14.57, Subic Bay 14.58, Zamboanga 14.59, Davao 14.60, Cagayan 14.61, Baguio 14.62, Angeles 14.63, Clark 14.64, Subic Bay 14.65, Zamboanga 14.66, Davao 14.67, Cagayan 14.68, Baguio 14.69, Angeles 14.70, Clark 14.71, Subic Bay 14.72, Zamboanga 14.73, Davao 14.74, Cagayan 14.75, Baguio 14.76, Angeles 14.77, Clark 14.78, Subic Bay 14.79, Zamboanga 14.80, Davao 14.81, Cagayan 14.82, Baguio 14.83, Angeles 14.84, Clark 14.85, Subic Bay 14.86, Zamboanga 14.87, Davao 14.88, Cagayan 14.89, Baguio 14.90, Angeles 14.91, Clark 14.92, Subic Bay 14.93, Zamboanga 14.94, Davao 14.95, Cagayan 14.96, Baguio 14.97, Angeles 14.98, Clark 14.99, Subic Bay 15.00, Zamboanga 15.01, Davao 15.02, Cagayan 15.03, Baguio 15.04, Angeles 15.05, Clark 15.06, Subic Bay 15.07, Zamboanga 15.08, Davao 15.09, Cagayan 15.10, Baguio 15.11, Angeles 15.12, Clark 15.13, Subic Bay 15.14, Zamboanga 15.15, Davao 15.16, Cagayan 15.17, Baguio 15.18, Angeles 15.19, Clark 15.20, Subic Bay 15.21, Zamboanga 15.22, Davao 15.23, Cagayan 15.24, Baguio 15.25, Angeles 15.26, Clark 15.27, Subic Bay 15.28, Zamboanga 15.29, Davao 15.30, Cagayan 15.31, Baguio 15.32, Angeles 15.33, Clark 15.34, Subic Bay 15.35, Zamboanga 15.36, Davao 15.37, Cagayan 15.38, Baguio 15.39, Angeles 15.40, Clark 15.41, Subic Bay 15.42, Zamboanga 15.43, Davao 15.44, Cagayan 15.45, Baguio 15.46, Angeles 15.47, Clark 15.48, Subic Bay 15.49, Zamboanga 15.50, Davao 15.51, Cagayan 15.52, Baguio 15.53, Angeles 15.54, Clark 15.55, Subic Bay 15.56, Zamboanga 15.57, Davao 15.58, Cagayan 15.59, Baguio 15.60, Angeles 15.61, Clark 15.62, Subic Bay 15.63, Zamboanga 15.64, Davao 15.65, Cagayan 15.66, Baguio 15.67, Angeles 15.68, Clark 15.69, Subic Bay 15.70, Zamboanga 15.71, Davao 15.72, Cagayan 15.73, Baguio 15.74, Angeles 15.75, Clark 15.76, Subic Bay 15.77, Zamboanga 15.78, Davao 15.79, Cagayan 15.80, Baguio 15.81, Angeles 15.82, Clark 15.83, Subic Bay 15.84, Zamboanga 15.85, Davao 15.86, Cagayan 15.87, Baguio 15.88, Angeles 15.89, Clark 15.90, Subic Bay 15.91, Zamboanga 15.92, Davao 15.93, Cagayan 15.94, Baguio 15.95, Angeles 15.96, Clark 15.97, Subic Bay 15.98, Zamboanga 15.99, Davao 16.00, Cagayan 16.01, Baguio 16.02, Angeles 16.03, Clark 16.04, Subic Bay 16.05, Zamboanga 16.06, Davao 16.07, Cagayan 16.08, Baguio 16.09, Angeles 16.10, Clark 16.11, Subic Bay 16.12, Zamboanga 16.13, Davao 16.14, Cagayan 16.15, Baguio 16.16, Angeles 16.17, Clark 16.18, Subic Bay 16.19, Zamboanga 16.20, Davao 16.21, Cagayan 16.22, Baguio 16.23, Angeles 16.24, Clark 16.25, Subic Bay 16.26, Zamboanga 16.27, Davao 16.28, Cagayan 16.29, Baguio 16.30, Angeles 16.31, Clark 16.32, Subic Bay 16.33, Zamboanga 16.34, Davao 16.35, Cagayan 16.36, Baguio 16.37, Angeles 16.38, Clark 16.39, Subic Bay 16.40, Zamboanga 16.41, Davao 16.42, Cagayan 16.43, Baguio 16.44, Angeles 16.45, Clark 16.46, Subic Bay 16.47, Zamboanga 16.48, Davao 16.49, Cagayan 16.50, Baguio 16.51, Angeles 16.52, Clark 16.53, Subic Bay 16.54, Zamboanga 16.55, Davao 16.56, Cagayan 16.57, Baguio 16.58, Angeles 16.59, Clark 16.60, Subic Bay 16.61, Zamboanga 16.62, Davao 16.63, Cagayan 16.64, Baguio 16.65, Angeles 16.66, Clark 16.67, Subic Bay 16.68, Zamboanga 16.69, Davao 16.70, Cagayan 16.71, Baguio 16.72, Angeles 16.73, Clark 16.74, Subic Bay 16.75, Zamboanga 16.76, Davao 16.77, Cagayan 16.78, Baguio 16.79, Angeles 16.80, Clark 16.81, Subic Bay 16.82, Zamboanga 16.83, Davao 16.84, Cagayan 16.85, Baguio 16.86, Angeles 16.87, Clark 16.88, Subic Bay 16.89, Zamboanga 16.90, Davao 16.91, Cagayan 16.92, Baguio 16.93, Angeles 16.94, Clark 16.95, Subic Bay 16.96, Zamboanga 16.97, Davao 16.98, Cagayan 16.99, Baguio 17.00, Angeles 17.01, Clark 17.02, Subic Bay 17.03, Zamboanga 17.04, Davao 17.05, Cagayan 17.06, Baguio 17.07, Angeles 17.08, Clark 17.09, Subic Bay 17.10, Zamboanga 17.11, Davao 17.12, Cagayan 17.13, Baguio 17.14, Angeles 17.15, Clark 17.16, Subic Bay 17.17, Zamboanga 17.18, Davao 17.19, Cagayan 17.20, Baguio 17.21, Angeles 17.22, Clark 17.23, Subic Bay 17.24, Zamboanga 17.25, Davao 17.26, Cagayan 17.27, Baguio 17.28, Angeles 17.29, Clark 17.30, Subic Bay 17.31, Zamboanga 17.32, Davao 17.33, Cagayan 17.34, Baguio 17.35, Angeles 17.36, Clark 17.37, Subic Bay 17.38, Zamboanga 17.39, Davao 17.40, Cagayan 17.41, Baguio 17.42, Angeles 17.43, Clark 17.44, Subic Bay 17.45, Zamboanga 17.46, Davao 17.47, Cagayan 17.48, Baguio 17.49, Angeles 17.50, Clark 17.51, Subic Bay 17.52, Zamboanga 17.53, Davao 17.54, Cagayan 17.55, Baguio 17.56, Angeles 17.57, Clark 17.58, Subic Bay 17.59, Zamboanga 17.60, Davao 17.61, Cagayan 17.62, Baguio 17.63, Angeles 17.64, Clark 17.65, Subic Bay 17.66, Zamboanga 17.67, Davao 17.68, Cagayan 17.69, Baguio 17.70, Angeles 17.71, Clark 17.72, Subic Bay 17.73, Zamboanga 17.74, Davao 17.75, Cagayan 17.76, Baguio 17.77, Angeles 17.78, Clark 17.79, Subic Bay 17.80, Zamboanga 17.81, Davao 17.82, Cagayan 17.83, Baguio 17.84, Angeles 17.85, Clark 17.86, Subic Bay 17.87, Zamboanga 17.88, Davao 17.89, Cagayan 17.90, Baguio 17.91, Angeles 17.92, Clark 17.93, Subic Bay 17.94, Zamboanga 17.95, Davao 17.96, Cagayan 17.97, Baguio 17.98, Angeles 17.99, Clark 18.00, Subic Bay 18.01, Zamboanga 18.02, Davao 18.03, Cagayan 18.04, Baguio 18.05, Angeles 18.06, Clark 18.07, Subic Bay 18.08, Zamboanga 18.09, Davao 18.10, Cagayan 18.11, Baguio 18.12, Angeles 18.13, Clark 18.14, Subic Bay 18.15, Zamboanga 18.16, Davao 18.17, Cagayan 18.18, Baguio 18.19, Angeles 18.20, Clark 18.21, Subic Bay 18.22, Zamboanga 18.23, Davao 18.24, Cagayan 18.25, Baguio 18.26, Angeles 18.27, Clark 18.28, Subic Bay 18.29, Zamboanga 18.30, Davao 18.31, Cagayan 18.32, Baguio 18.33, Angeles 18.34, Clark 18.35, Subic Bay 18.36, Zamboanga 18.37, Davao 18.38, Cagayan 18.39, Baguio 18.40, Angeles 18.41, Clark 18.42, Subic Bay 18.43, Zamboanga 18.44, Davao 18.45, Cagayan 18.46, Baguio 18.47, Angeles 18.48, Clark 18.49, Subic Bay 18.50, Zamboanga 18.51, Davao 18.52, Cagayan 18.53, Baguio 18.54, Angeles 18.55, Clark 18.56, Subic Bay 18.57, Zamboanga 18.58, Davao 18.59, Cagayan 18.60, Baguio 18.61, Angeles 18.62, Clark 18.63, Subic Bay 18.64, Zamboanga 18.65, Davao 18.66, Cagayan 18.67, Baguio 18.68, Angeles 18.69, Clark 18.70, Subic Bay 18.71, Zamboanga 18.72, Davao 18.73, Cagayan 18.74, Baguio 18.75, Angeles 18.76, Clark 18.77, Subic Bay 18.78, Zamboanga 18.79, Davao 18.80, Cagayan 18.81, Baguio 18.82, Angeles 18.83, Clark 18.84, Subic Bay 18.85, Zamboanga 18.86, Davao 18.87, Cagayan 18.88, Baguio 18.89, Angeles 18.90, Clark 18.91, Subic Bay 18.92, Zamboanga 18.93, Davao 18.94, Cagayan 18.95, Baguio 18.96, Angeles 18.97, Clark 18.98, Subic Bay 18.99, Zamboanga 19.00, Davao 19.01, Cagayan 19.02, Baguio 19.03, Angeles 19.04, Clark 19.05, Subic Bay 19.06, Zamboanga 19.07, Davao 19.08, Cagayan 19.09, Baguio 19.10, Angeles 19.11, Clark 19.12, Subic Bay 19.13, Zamboanga 19.14, Davao 19.15, Cagayan 19.16, Baguio 19.17, Angeles 19.18, Clark 19.19, Subic Bay 19.20, Zamboanga 19.21, Davao 19.22, Cagayan 19.23, Baguio 19.24, Angeles 19.25, Clark 19.26, Subic Bay 19.27, Zamboanga 19.28, Davao 19.29, Cagayan 19.30, Baguio 19.31, Angeles 19.32, Clark 19.33, Subic Bay 19.34, Zamboanga 19.35, Davao 19.36, Cagayan 19.37, Baguio 19.38, Angeles 19.39, Clark 19.40, Subic Bay 19.41, Zamboanga 19.42, Davao 19.43, Cagayan 19.44, Baguio 19.45, Angeles 19.46, Clark 19.47, Subic Bay 19.48, Zamboanga 19.49, Davao 19.50, Cagayan 19.51, Baguio 19.52, Angeles 19.53, Clark 19.54, Subic Bay 19.55, Zamboanga 19.56, Davao 19.57, Cagayan 19.58, Baguio 19.59, Angeles 19.60, Clark 19.61, Subic Bay 19.62, Zamboanga 19.63, Davao 19.64, Cagayan 19.65, Baguio 19.66, Angeles 19.67, Clark 19.68, Subic Bay 19.69, Zamboanga 19.70, Davao 19.71, Cagayan 19.72, Baguio 19.73, Angeles 19.74, Clark 19.75, Subic Bay 19.76, Zamboanga 19.77, Davao 19.78, Cagayan 19.79, Baguio 19.80, Angeles 19.81, Clark 19.82, Subic Bay 19.83, Zamboanga 19.84, Davao 19.85, Cagayan 19.86, Baguio 19.87, Angeles 19.88, Clark 19.89, Subic Bay 19.90, Zamboanga 19.91, Davao 19.92, Cagayan 19.93, Baguio 19.94, Angeles 19.95, Clark 19.96, Subic Bay 19.97, Zamboanga 19.98, Davao 19.99, Cagayan 20.00, Baguio 20.01, Angeles 20.02, Clark 20.03, Subic Bay 20.04, Zamboanga 20.05, Davao 20.06, Cagayan 20.07, Baguio 20.08, Angeles 20.09, Clark 20.10, Subic Bay 20.11, Zamboanga 20.12, Davao 20.13, Cagayan 20.14, Baguio 20.15, Angeles 20.16, Clark 20.17, Subic Bay 20.18, Zamboanga 20.19, Davao 20.20, Cagayan 20.21, Baguio 20.22, Angeles 20.23, Clark 20.24, Subic Bay 20.25, Zamboanga 20.26, Davao 20.27, Cagayan 20.28, Baguio 20.29, Angeles 20.30, Clark 20.31, Subic Bay 20.32, Zamboanga 20.33, Davao 20.34, Cagayan 20.35, Baguio 20.36, Angeles 20.37, Clark 20.38, Subic Bay 20.39, Zamboanga 20.40, Davao 20.41, Cagayan 20.42, Baguio 20.43, Angeles 20.44, Clark 20.45, Subic Bay 20.46, Zamboanga 20.47, Davao 20.48, Cagayan 20.49, Baguio 20.50, Angeles 20.51, Clark 20.52, Subic Bay 20.53, Zamboanga 20.54, Davao 20.55, Cagayan 20.56, Baguio 20.57, Angeles 20.58, Clark 20.59, Subic Bay 20.60, Zamboanga 20.61, Davao 20.62, Cagayan 20.63, Baguio 20.64, Angeles 20.65, Clark 20.66, Subic Bay 20.67, Zamboanga 20.68, Davao 20.69, Cagayan 20.70, Baguio 20.71, Angeles 20.72, Clark 20.73, Subic Bay 20.74, Zamboanga 20.75, Davao 20.76, Cagayan 20.77, Baguio 20.78, Angeles 20.79, Clark 20.80, Subic Bay 20.81, Zamboanga 20.82, Davao 20.83, Cagayan 20.84, Baguio 20.85, Angeles 20.86, Clark 20.87, Subic Bay 20.88, Zamboanga 20.89, Davao 20.90, Cagayan 20.91, Baguio 20.92, Angeles 20.93, Clark 20.94, Subic Bay 20.95, Zamboanga 20.96, Davao 20.97, Cagayan 20.98, Baguio 20.99, Angeles 21.00, Clark 21.01, Subic Bay 21.02, Zamboanga 21.03, Davao 21.04, Cagayan 21.05, Baguio 21.06, Angeles 21.07, Clark 21.08, Subic Bay 21.09, Zamboanga 21.10, Davao 21.11, Cagayan 21.12, Baguio 21.13, Angeles 21.14, Clark 21.15, Subic Bay 21.16, Zamboanga 21.17, Davao 21.18, Cagayan 21.19, Baguio 21.20, Angeles 21.21, Clark 21.22, Subic Bay 21.23, Zamboanga 21.24, Davao 21.25, Cagayan 21.26, Baguio 21.27, Angeles 21.28, Clark 21.29, Subic Bay 21.30, Zamboanga 21.31, Davao 21.32, Cagayan 21.33, Baguio 21.34, Angeles 21.35, Clark 21.36, Subic Bay 21.37, Zamboanga 21.38, Davao 21.39, Cagayan 21.40, Baguio 21.41, Angeles 21.42, Clark 21.43, Subic Bay 21.44, Zamboanga 21.45, Davao 21.46, Cagayan 21.47, Baguio 21.48, Angeles 21.49, Clark 21.50, Subic Bay 21.51, Zamboanga 21.52, Davao 21.53, Cagayan 21.54, Baguio 21.55, Angeles 21.56, Clark 21.57, Subic Bay 21.58, Zamboanga 21.59, Davao 21.60, Cagayan 21.61, Baguio 21.62, Angeles 21.63, Clark 21.64, Subic Bay 21.65, Zamboanga 21.66, Davao 21.67, Cagayan 21.68, Baguio 21.69, Angeles 21.70, Clark 21.71, Subic Bay 21.72, Zamboanga 21.73, Davao 21.74, Cagayan 21.75, Baguio 21.76, Angeles 21.77, Clark 21.78, Subic Bay 21.79, Zamboanga 21.80, Davao 21.81, Cagayan 21.82, Baguio 21.83, Angeles 21.84, Clark 21.85, Subic Bay 21.86, Zamboanga 21.87, Davao 21.88, Cagayan 21.89, Baguio 21.90, Angeles 21.91, Clark 21.92, Subic Bay 21.93, Zamboanga 21.94, Davao 21.95, Cagayan 21.96, Baguio 21.97, Angeles 21.98, Clark 21.99, Subic Bay 22.00, Zamboanga 22.01, Davao 22.02, Cagayan 22.03, Baguio 22.04, Angeles 22.05, Clark 22.06, Subic Bay 22.07, Zamboanga 22.08, Davao 22.09, Cagayan 22.10, Baguio 22.11, Angeles 22.12, Clark 22.13, Subic Bay 22.14, Zamboanga 22.15, Davao 22.16, Cagayan 22.17, Baguio 22.18, Angeles 22.19, Clark 22.20, Subic Bay 22.21, Zamboanga 22.22, Davao 22.23, Cagayan 22.24, Baguio 22.25, Angeles 22.26, Clark 22.27, Subic Bay 22.28, Zamboanga 22.29, Davao 22.30, Cagayan 22.31, Baguio 22.32, Angeles 22.33, Clark 22.34, Subic Bay 22.35, Zamboanga 22.36, Davao 22.37, Cagayan 22.38, Baguio 22.39, Angeles 22.40, Clark 22.41, Subic Bay 22.42, Zamboanga 22.43, Davao 22.44, Cagayan 22.45, Baguio 22.46, Angeles 22.47, Clark 22.48, Subic Bay 22.49, Zamboanga 22.50, Davao 22.51, Cagayan 22.52, Baguio 22.53, Angeles 22.54, Clark 22.55, Subic Bay 22.56, Zamboanga 22.57, Davao 22.58, Cagayan 22.59, Baguio 22.60, Angeles 22.61, Clark 22.62, Subic Bay 22.63, Zamboanga 22.64, Davao 22.65, Cagayan 22.66, Baguio 22.67, Angeles 22.68, Clark 22.69, Subic Bay 22.70, Zamboanga 22.71, Davao 22.72, Cagayan 22.73, Baguio 22.74, Angeles 22.75, Clark 22.76, Subic Bay 22.77, Zamboanga 22.78, Davao 22.79, Cagayan 22.80, Baguio 22.81, Angeles 22.82, Clark 22.83, Subic Bay 22.84, Zamboanga 22.85, Davao 22.86, Cagayan 22.87, Baguio 22.88, Angeles 22.89, Clark 22.90, Subic Bay 22.91, Zamboanga 22.92, Davao 22.93, Cagayan 22.94, Baguio 22.95, Angeles 22.96, Clark 22.97, Subic Bay 22.98, Zamboanga 22.99, Davao 23.00, Cagayan 23.01, Baguio 23.02, Angeles 23.03, Clark 23.04, Subic Bay 23.05, Zamboanga 23.06, Davao 23.07, Cagayan 23.08, Baguio 23.09, Angeles 23.10, Clark 23.11, Subic Bay 23.12, Zamboanga 23.13, Davao 23.14, Cagayan 23.15, Baguio 23.16, Angeles 23.17, Clark 23.18, Subic Bay 23.19, Zamboanga 23.20, Davao 23.21, Cagayan 23.22, Baguio 23.23, Angeles 23.24, Clark 23.25, Subic Bay 23.26, Zamboanga 23.27, Davao 23.28, Cagayan 23.29, Baguio 23.30, Angeles 23.31, Clark 23.32, Subic Bay 23.33, Zamboanga 23.34, Davao 23.35, Cagayan 23.36, Baguio 23.37, Angeles 23.38, Clark 23.39, Subic Bay 23.40, Zamboanga 23.41, Davao 23.42, Cagayan 23.43, Baguio 23.44, Angeles 23.45, Clark 23.46, Subic Bay 23.47, Zamboanga 23.48, Davao 23.49, Cagayan 23.50, Baguio 23.51, Angeles 23.52, Clark 23.53, Subic Bay 23.54, Zamboanga 23.55, Davao 23.56, Cagayan 23.57, Baguio 23.58, Angeles 23.59, Clark 23.60, Subic Bay 23.61, Zamboanga 23.62, Davao 23.63, Cagayan 23.64, Baguio 23.65, Angeles 23.66, Clark 23.67, Subic Bay 23.68, Zamboanga 23.69, Davao 23.70, Cagayan 23.71, Baguio 23.72, Angeles 23.73, Clark 23.74, Subic Bay 23.75, Zamboanga 23.76, Davao 23.77, Cagayan 23.78, Baguio 23.79, Angeles 23.80, Clark 23.81, Subic Bay 23.82, Zamboanga 23.83, Davao 23.8